

# GRAIN & FEED JOURNALS

## CONSOLIDATED

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*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*



Fire Proof Annex to Old Wood Elevator at Burlington, Iowa.  
[For description see page 59]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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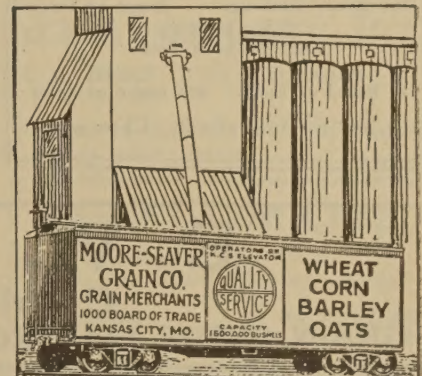
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Storage Tanks  
Testing Apparatus  
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Waterproofing (Cement)  
Weevil Exterminator  
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Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

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Grain & Feed Journals, 332 So. La Salle St., Chicago

## Have You Seed For Sale?

Do You Wish To Buy Seed?

See our "Seeds For Sale—Wanted" Department This Number.



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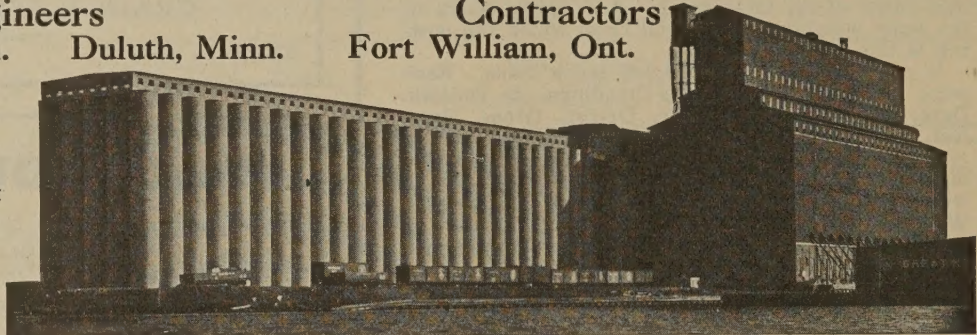
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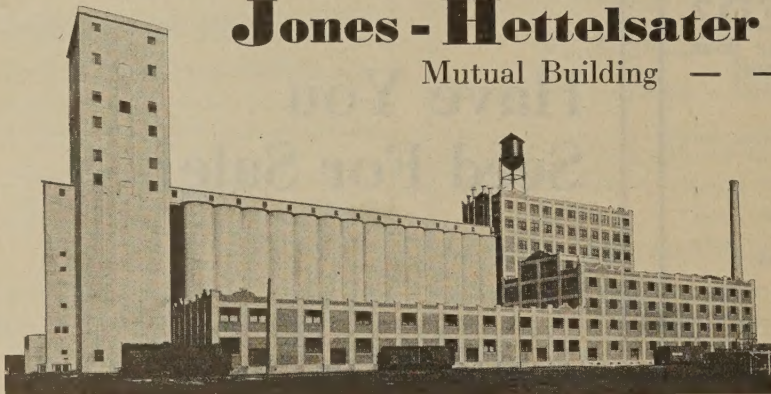
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1,000,000 bus. Elevator

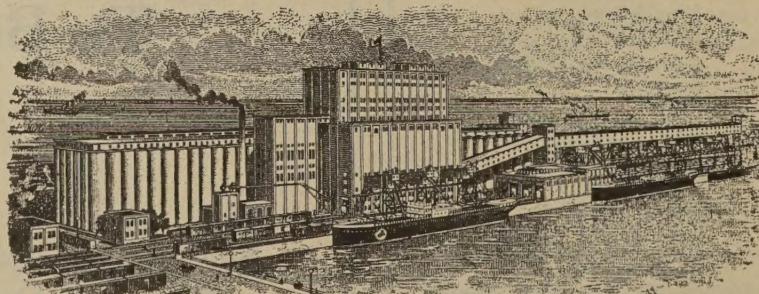
8 Story Flour Mill — 4 Story Cereal Mill

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Capacity  
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*Equipped with  
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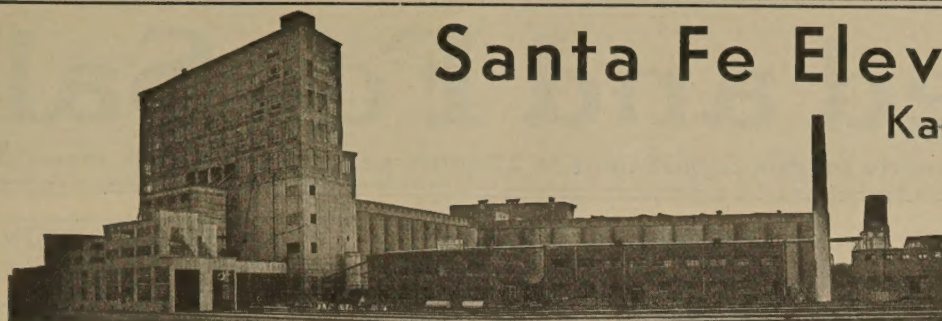
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## Grain Storage Receipts

Is designed to be used by elevator men in keeping record of grain stored for farmers.

The book is 3½x10½ inches, and contains 50 receipts and 50 stubs, on which are entered the essential facts regarding each lot of grain stored. It is intended that storage receipt shall be signed by buyer and given to farmer when grain is received, and cancelled when grain is bought by elevator man or delivered back to farmer. The laws of some states require the use of storage receipts. Elevator men who store will prevent misunderstandings, avoid disputes, lawsuits and losses by using such receipts. **Order Form 4.** Price, 70c, f. o. b. Chicago. Weight, 6 ounces.

### GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St.

Chicago, Ill.

## HORNER & WYATT

*Consulting Engineers to the  
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Write to us for *PLANS, SPECIFICATIONS  
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VATORS, FLOUR MILLS, FEED MILLS,  
WAREHOUSES* and *POWER PLANTS.*

## Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. **Order Form 10 DC Improved.** Price, \$1.15, f. o. b. Chicago. Wt., 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. **Order Form 10 TC.** Price \$1.40, f. o. b. Chicago. Weight, 21 ozs.

### Grain & Feed Journals

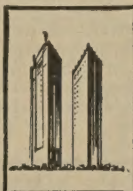
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Rubber Protector, \$2.00  
Sent postpaid on receipt  
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## ZELENY

**Thermometer System**

*Protects Your Grain*

Estimates cheerfully given.  
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**Grain & Feed Journals  
Want Ad.**



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**ILLINOIS**—Elevator, warehouse and coal business for sale or lease; priced right; owner paralyzed. H. H. Lawless, Loraine, Ill.

**INDIANA**—Centrally located elevator for sale or lease; feed, seed and coal; raring to go. Address 70B7, Grain & Feed Journals, Chicago, Ill.

**SOUTHEASTERN NEB.**—20,000 bu. modern ironclad elevator for sale, coal and feed can be handled; easy term payment. Address 69Z5, Grain & Feed Journals, Chicago, Ill.

**CENTRAL KANSAS**—10,000 bu. modern ironclad elevator for sale; coal and feed can be handled. Lumber yard across street that can be bought or leased. Address 69V9 Grain & Feed Journals, Chicago, Ill.

**NO NEED FOR FORMALITIES**—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

**IOWA**—Two elevators in one of the best grain territories in Northwest Iowa for sale. Also handle coal, seed, twine and livestock. No competitor here. Priced right. Address 70A5 Grain & Feed Journals, Chicago, Ill.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

**CENTRAL KANSAS**—30,000 bus. elevator for sale; on Santa Fe R. R.; good wheat, corn and feed territory; feed grinder and ton feed mixer; modern in every way; good neighborhood and long established trade; priced right. Address 69Y13 Grain & Feed Journals, Chicago, Ill.

**N. W. IOWA**—50,000 bus. reinforced concrete elevator in A1 condition; also feed house, coal sheds, oat huller, etc.; on M. & St. L. near Storm Lake. This property is to be sold at public auction Feb. 4, 1933; sale begins at 1 P. M. Truesdale Farmers Elvtr. Co., Truesdale, Ia.

**MINNESOTA** cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

## ELEVATORS FOR SALE

**NEB.**—50,000 bus. elvtr. for sale; in fine grain and farm terr.; modern eqpt.; located on railroad; barg. Nat'l Brkg. Co., Omaha, Neb.

**GREENCASTLE, IND.**—Elevator for sale; college town; De Pauw University; doing nice business in grain, seed, feed, fence, implements; price \$6,000. Campbell & Ogles, Greencastle, Ind.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now"

## ELEVATORS WANTED

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## MILLS FOR SALE

**IOWA**—To settle estate will sacrifice established, well equipped custom grinding mill. Storage room. Adams Seed Co., Decorah, Iowa.

**MICH.**—30-Bbl. Flour and Feed Mill for sale; price \$4,200; one-half cash—balance on time. F. G. Casterline, Maple Rapids, Mich.

**OHIO**—75 Bbl. Mill for Sale with Feed Dept. Good location; established trade; priced to sell. The Buckeye Mfg. Co., Mt. Gilead, Ohio.

**PENNSYLVANIA**—50-bbl. flour mill in fine country for sale; well established business; everything new in 1920; at a sacrifice. Write R. B. Myers & Son, Biglerville, R. D. 2, Pa.

**PENNSYLVANIA**—50-Bbl. Flour and Feed Mill for sale, with dwelling; all in A-1 condition; 4-story mill bldg.; up-to-date equipment, with excellent flour and feed trade in adjoining towns; good opportunity for right party; will sacrifice because of other work. R. H. Pursel, Bloomsburg, Pa.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## BUSINESS OPPORTUNITIES

**IOWA**—Choice location for flour, feed and seed business; low rental; County Seat; farm center. C. F. Simmermaker, Tipton, Iowa.

**Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.**

**\$3500 BUYS CONTROL** int. \$7000 mill feed corp. Accumulating surplus now. \$2000 required. Address 70A8 Grain & Feed Journals, Chicago, Ill.

**MARYLAND**—Feed and grinding business for sale; doing large cash business; a real bargain; possession at once. Write Elmer King, Union Mills, Maryland.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of **GRAIN & FEED JOURNALS**, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

## Bargain Sale in Soiled and Shelf Worn Books

**18 Column Figuring book**, 300 pages of laid paper which will permit of ink entries, ruled 4 spaces to the inch 42 to the page. You can write in your own column headings to meet the varying needs of your business. Well bound in black cloth with red keratol back and corners. Price \$3.00. Order Special 738.

**Record of Receipts.**—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus., Price, Kind, Seller, Amount," in the order named. Priced at only \$2.25, as is, Order Form 83 Special.

**Feed Trade Manual**, a reference book for all engaged in the custom grinding and mixing of feeds. Contains hundreds of formulas for all kinds of feed for any section of the country. Data about state feed laws, feedingstuff definitions, weights, ingredient composition and useful facts for the feed industry are also included and indexed. One soiled shelfworn copy, \$1.00 plus postage. Order Feed Manual Special.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

**Record of Cars Shipped**—A few copies of Form 85 are being closed out at greatly reduced prices. They are complete car recording forms with 80 double pages, good grade linen ledger paper, well bound with cloth back and corners. Size 9½x12 ins. Column headings from left to right are, "Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Insp., Discount, Amount Freight, Our Weight, Bushels, Destination, Bushels, Over, Short, Price, Amount, Freight, Other Chgs., Remarks." A good buy at \$2.25. Order Form 85.

All prices are f. o. b. Chicago.

**GRAIN & FEED JOURNALS Consolidated**  
332 South LaSalle St. Chicago, Ill.

## Modern Methods

**GRAIN & FEED JOURNALS**  
CONSOLIDATED  
332 So. La Salle St., Chicago

**Gentlemen:**—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bushels State.....



**SITUATION WANTED**

**WANT POSITION** in elevator or grain firm. 8 yrs. exper. in bookkeeping and manual labor. Write 70A10, Grain & Feed Journals, Chicago.

**MILL FOREMAN** wants position; experienced in all lines of feed manufacturing; keep machinery in good repair; can come on short notice; also good salesman. Write 70B4, Grain & Feed Journals, Chicago, Ill.

**HELP WANTED**

**PART TIME AGENT** to sell attrition mill plates. Address 70A1 Grain & Feed Journals, Chicago, Ill.

**FIELD AND GRASS SEED FOR SALE**

**ILLINOIS Red and Mammoth Clover** for sale; also soybeans direct from grower. Lee Huey Seed Co., Plymouth, Ill.

**OFFICE SUPPLIES**

**PROTECT YOUR CHECKS**—Use a Todd Protectograph—have one will sell cheap—\$7.00, prepaid. Cash with order. Thos. A. Bankmann, Room 900, 332 S. La Salle St., Chicago, Ill.

**MACHINES WANTED**

**SECOND-HAND FEED Mixer** Wanted. Wolfe Grain Co., Shipshewana, Ind.

**USED HAINES** or other upright batch mixer wanted. Write Farmers Exch., Riverton, Wyo.

**WANTED**—9x30 and 9x36 Roller Mills. Bag Closing Machines. Mixers. Address price and full description to 68H2, Grain & Feed Journals, Chicago, Ill.

**GOOD USED CLIPPER** Seed Cleaner Wanted, with small motor drive to attach to light socket A. C. 110; must be complete and in A-1 condition. Address 70B9, Grain & Feed Journals, Chicago, Ill.

## Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ——— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4¼x4¾ inches. Weight 11 ozs.

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Price \$1.00 at Chicago.

**Grain & Feed Journals**  
CONSOLIDATED  
332 So. La Salle St., Chicago

**MISCELLANEOUS**

**\$5.00 BUYS AN OIL BURNER** for your stove. \$27.50 buys an oil burner for your office. It burns any cheap fuel oil, or crankcase drainings. It is guaranteed for five years, and actually heats hotter than coal or wood fires. Made since 1919. Catalog free. Staples Oil Burner Co., Mt. Vernon, Ind. Dept. G.

**PERFORATED METAL SCREENS FOR FLOUR AND FEED MILLS**

WE manufacture Perforated Metal Screens for Flour, Feed and Hammer Mills. Any size screen with whatever size perforation you desire. When in need of screens, let us supply you. Our prices are low and our screens are made of high grade long wearing steel. Chicago Perforating Co., 2439 W. 24th Place, Chicago, Ill.

**MOTORS FOR SALE ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**ELECTRIC MOTORS**, generators, engines, etc. Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes available for immediate shipment. All thoroughly overhauled and reconditioned, and **ONE YEAR GUARANTEED**. Complete stock list.

Bulletin No. 40

Seventy-two illustrated pages, mailed free on request. Rockford Power Machinery Co., 621 Sixth St., Rockford, Illinois.

**ENGINES WANTED**

**USED DIESEL OIL Engine** wanted, 40 to 60 h.p.; must be in excellent condition and priced right. R. H. Tolle & Co., Hillsboro, Ohio.

**MACHINES FOR SALE**

**ONE 500 TO 700-LB. Cap. Vertical combination loader, mixer and bagger**, new—\$100.00. Box 5088, Gateway Sta., Kansas City, Mo.

**BATCH MIXERS**—New Horizontal type. All capacities. **SAVE MONEY**. Write for details and prices. Standard Mill Supply Co., Waldheim Building, Kansas City, Mo.

**NO. 2 J. B. HAMMER Mill** for sale; complete; used very little; direct connected 30-h.p. motor; priced to sell. Write R. H. Tolle & Co., Hillsboro, Ohio.

**EXCEPTIONAL bargains** at your own terms. American Power 10-h.p. and up; all makes and sizes; gasoline, natural gas, any size and make; fully guaranteed. American Atlas Machine Corp., Pershing Sq. Bldg., New Rochelle, N. Y.

**MISC. EQUIPMENT**—Kipp-Kelley Granulator, 3 Bar-Nun Hammer Mills; Oat hull Separators, Oat Groat Separators; Dust Collectors; Cyclones; 2 Oat Clippers; Reels; Bauer 24" Attrition Mill; Air Compressors; Sturtevant Heaters; Package Machinery, etc. Send for complete list. Oat Products Corp., Dixon, Ill.

**NEW AND REBUILT MACHINERY**

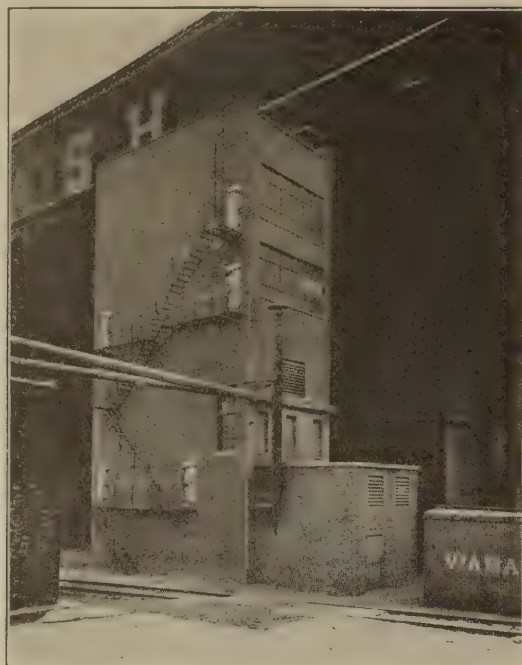
Air blast car loader; car puller; corn cutter; corn cracker and grader; corn shellers; corn meal bolters; cracked corn polisher; cob crusher; 1-portable corn sheller; 1-oat clipper; 2 & 3 pair high feed rolls; bag cleaner; bag piler; Humphrey manlift; grain cleaners all makes and sizes; hammer mills new and used; grain driers; new vertical batch mixers; horizontal mixers; elevators all sizes; automatic scales; exact weight scales; power shovel; bran packers; Hughes Alfalfa Bolter. Complete equipment for the elevator and feed mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

## How Long Must We Depend Upon a Blind Doctor?



From the Cotton Trade Journal.





HESS DIRECT HEAT DRIER AND COOLER  
WABASH ELEVATOR  
CHICAGO, ILL.  
Operated by Bartlett Frazier Co.

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*Large or Small for Terminal or Country Elevators*

The Satisfaction and Service Given by Hess Driers  
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*Hess Driers are patented. We do not infringe patents of others. We guarantee this.*

## Is That Insurance Company Good?

This question should be asked and answered to your satisfaction before purchasing insurance today.

Compare the financial strength of the MILL MUTUALS with that of any competitor. They are as strong financially (dollar of surplus to dollar at risk) as the strongest.

Watch for the year-end financial statements. The MILL MUTUALS' financial condition, always good, is better than ever.

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*Established 1882*

THE DIXIE MILLER  
*Established 1893*

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DEVOTED TO

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# GRAIN & FEED JOURNALS

CONSOLIDATED

INCORPORATED

332 S. LaSalle St., Chicago, Ill., U.S.A.

Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL

Established 1898

AMERICAN ELEVATOR & GRAIN TRADE

Established 1882

THE GRAIN WORLD

Established 1928

PRICE CURRENT-GRAIN REPORTER

Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

## CHICAGO, JANUARY 25, 1933

CRIBBERS OF CORN will be interested in the illustrated description elsewhere of what is probably the largest crib built recently, holding 50,000 bus., as the designer has obtained a large capacity while avoiding so great a thickness of the mass of corn that the air can not circulate.

OFFICIAL INSPECTION has been understood to apply only to carload and boatload shipments; but the head of the Oregon department of agriculture is out with a demand that compulsory grading of arrivals at Portland be abolished unless truckload lots are included. The truckers buy grain by kind, they know naught of grades.

THE TIME to get acquainted with your competitor is right now when there is no trouble brewing in the local situation. The establishment of proper speaking terms means that when a prevaricating farmer exaggerates the price you offered him, your competitor will feel free to call on the 'phone and ascertain the truth that cools the rising fire of his ire.

THE FULL CREW bill on which the House com'ite has been holding hearings is just another item that would increase the cost of railroad transportation as compared with truck hauling.

THE GREAT STATE Farm implement works at Perth, Australia, have failed and its output has been sold as junk. Private manufacturers supplied better and cheaper equipment. Government can continue in business only by charging the losses up to the taxpayers. The politicians do not care, but why should the taxpayers stand the waste?

REGULATION of port to port water rates by the Interstate Commerce Commission as demanded in some quarters is against the best interests of shippers. Government control of rates would make them as inflexible as rail rates. Water rates made by shipowners never will be too high when the field is open to anyone to buy or build a boat to put into the trade.

GRAIN MEN will join in the denunciation of the Farm Board's prostitution of the land grant colleges in propaganda against the established marketing agencies by the National League of Commission Merchants in convention assembled at Chicago. The fruit and vegetable men condemn the use of the 6,000 county agents in the extension service to advance either side of any political or business philosophy.

OWNERS OF SMALL grist mills should not overlook the fact that the enactment of the Domestic Allotment Bill will open a new avenue for profitable operation to them, and especially so if they happen also to be wheat growers. It seems that Congress thinks a wheat grower is entitled to relief from all taxes and regulations even though he is disposed to engage in the manufacture of flour on the side. The tax of \$3.00 per barrel is bound to stimulate boot-legging of wheat and encourage the use of flour from mixed grains.

FERTILIZER DEALERS are sure to be swamped with demands for the strongest and best fertilizers obtainable if the Allotment Bill becomes a law, and the farmers agree to reduce the acreage in keeping with the requirements of the law. Most farmers are fully aware that by better cultivation, more careful selection of seed grain, and the use of fertilizers, they can double the yield from much of their acreage, and they would be foolish not to take advantage of the Government's rich reward offered for acreage reduction.

MANY country elevator operators in Nebraska have been badly stung by humpback wheat they were unable to detect in the wagon load but which the terminal market inspectors with more experience discovered. The determination of humpback wheat is one of the most difficult in grain grading. It gets by all but the experts and the millers. When the farmers in the territory tributary to his station begin experimenting with humpback seed wheat the dealer will be money in pocket by offering to trade them good seed for what they have. The small loss on the exchange will be more than made up by the profits on the carloads shipped.

PRICES will advance as soon as our meddling Farm Board is forced to get out of the wheat and cotton markets. Do not let your Congressman forget this.

SCABBY BARLEY properly is the problem of the grower and not the market as stated in these columns last year. Individual cars of barley received at terminals have been traced back to the counties where shipped and grown and the Bureau of Agricultural Economics has made a praiseworthy and successful effort to enlist the local authorities in a campaign to educate those very growers.

BILLS recently introduced in the Congress for the scaling down of farmers' debts and stay of foreclosure proceedings may have a reaction not looked for by the well meaning authors of the legislation. Investors can be expected to desert the farm loan field as soon as they learn the borrowers are to be given a moratorium, and thus make it still more difficult for the farmers to borrow.

CENTRALIZED buying or selling agencies are not activities strengthening a trade ass'n, and the New England Ass'n will do well to look into the proposition carefully before committing itself. The experience of the Dominion Millers Ass'n of Canada should be a warning. Many years ago this was an influential organization, but it took up centralized wheat buying, and last year the Ass'n itself quit functioning.

ADVANCING money to farmers on grain to be hauled to the elevator never was a good business practice, unless secured by crop mortgage; and since the federal authority now making crop production loans is tying up the grower's assets in every conceivable way as stated elsewhere the grain merchant must be careful in extending credit to farmers who have in any way joined federal marketing agencies or been granted loans of federal funds. Grain buyers must watch out for liens.

INSURANCE indemnity has always been restricted carefully by the underwriters to the actual owners of the property burned. They are the parties who have the real risk. If one not an owner could profit by the burning of the building imagine the invitation to arson. Hence the stock fire insurance companies are fully warranted in resisting payment to one who procured the insurance, but whose title has passed to another or who never was the owner. Altho mutual policies carry a similar clause the mutual companies always resolve every doubt in favor of the regular dealer who has paid for protection of grain entrusted to him. Recently in Kansas, as reported elsewhere, one country elevator operator yielded to the persuasion of a too clever adjuster and signed a statement that the grain he had insured was not his. In Chicago it develops that a grain elevator destroyed by fire and dust explosion recently was insured by the railroad company and not by the state that owned the house. Underwriters interested only in getting the premiums are keen to discover this situation after the fire, while the mutuals promptly have the policies changed for the owner's benefit immediately they learn of the change in ownership, before the fire.



MANY FARMERS have borrowed money from the U. S. Government through the Dept. of Agriculture for the purchase of seed, and in return they have given liens on nearly everything about their places except the wind and the sunshine, so it behooves grain buyers to scrutinize the liability of every farmer offering grain for sale, else he may be called upon to pay for same a second time.

ELEVATOR OPERATORS attending the Indiana meeting last week made frequent complaint that truckers were able to buy tankage in Chicago by the truck load at a lower price than was asked of the elevator man when buying in car loads. That does not seem possible. However, if such is a fact, then it would pay the elevator man well to buy his supplies by the truck load, always taking care to secure orders for a full load before starting his truck to the packing-house.

THE 50% INCREASE in the rates of postage on letter mail has been so bitterly resented by users of first class mail that the increased rate has resulted in a marked reduction in the gross revenue received by the postoffice for handling first class mail. One would expect Congress to recognize the folly of attempting to hold up the patrons of the postoffice and return to the two-cent letter postage in hope of increasing the revenues of the department. An increase in the rates on parcels post and R. F. D. mail in keeping with the great cost of the service rendered, would be far more likely to improve the revenues of the department.

THE FAIRNESS of larger weighing fees for providing truck scales for weighing large loads and serving the community with reliable weighing facilities for all trucks was thoroughly established at the recent meeting of the Indiana Ass'n. In the old days of horse-drawn wagons and small loads, the 10-ton wagon scale as a rule would serve the needs of most communities. Today even the 20-ton scale is not large enough to serve every weighing need. In order to serve the larger trucks, the elevator man must provide an extra heavy foundation and platform, as well as a heavier and more expensive scale, and then he must have his scale inspected frequently in order to keep it in accurate weighing condition. The pounding of the large loads passing over the average country elevator scale not only shortens its life, but frequently puts it out of condition. These extra expenses to which the scale owner is put fully justifies more liberal charges for all public weighing.

### Active Demand for Seed Barley

No one doubts that the 18th amendment to the Constitution will eventually be repealed, but it will take some time to attain this goal. The repeal of the Volstead law requires only an act of Congress, so that change will soon be made, and when it is made, the demand for choice malting barley is sure to be materially increased.

The prospect of this legislation has already stimulated the demand for choice seed barley, and dealers in possession of such barley will find real profit in cleaning their better grades and submitting samples to wholesale field seed dealers, who are now experiencing difficulty in locating needed supplies of prime seed.

REPORTS from all sections indicate that more grain is being held back on the farm than for many years past, and dealers generally are pleased patrons are able to hold for more money, and every country buyer will be glad to help farmer patrons to secure a higher price.

### The Inconsistent House

No sooner had the lower House of Congress attached the Domestic Allotment Plan to the U. S. Treasury with every prospect of draining it of at least a billion and a half dollars, than all of its announced efforts to induce wheat growers to reduce their acreage was set at naught by the passage of a bill appropriating seventy-five million dollars as seed loans to farmers in order to induce them to increase their acreage.

Judging from this, the House of Representatives has no idea of Where it is going or What it is doing. We would expect such wild inconsistency in a mad-house, but in one branch of our leading legislative body, we look for some semblance of sanity.

Grain dealers who have been instrumental in sending crazy men to represent them in either house of Congress, should get busy and arouse their representatives to take notice of this ridiculous inconsistency.

### Abolishing County Agents

County agents who have been using their mail franking privilege for advertising all kinds of farm rackets, and who have devoted their time to commercial lines rather than to helping the farmers of their community to better agricultural methods, have stirred up many hornet's nests, and taxpayers generally are resenting the burden of these grafters who seem to find great delight in conducting activities outside the pale of service for which they were employed.

Judging from the many complaints we have published of various activities along commercial lines during the last year, the majority of the county agents have not yet recognized the true province of the service they were to perform. It is the conviction of many men familiar with the character of the work actually done by these tax-eaters that they have sacrificed all claim to future employment.

The country merchants who have been taxed to support them, are almost a unit against them, and doubtless many of the farmers will be glad to be relieved of the county agent's interference.

### Inflation No Menace to Grain Trade

While political forces making for social order and disorder have been engaged in a worldwide battle for supremacy in the economic field, the grain trade has had the doubtful honor of occupying the front line trenches thru no choice of its own.

Of the varied activities in which the peoples are engaged the production of grain is the one that governing powers in every important country on the globe have undertaken to tamper with. If any expedient to increase, or decrease production, imports or exports, to enhance or lower prices or to stabilize them has been left untried we have yet to learn of it. While the legislators toiled and moiled in Russia and America in the alleged interest of either the producer or consumer the small minority engaged in the grain trade was ignored.

Vigorous protest has been made by the middlemen as such and in their capacity as citizens and taxpayers; but apparently without effect, the Congressmen continuing to plan innovations in grain marketing without calling into conference the grain handlers who know most about the business, who have all their capital and a lifetime of experience tied up in the industry. Altho ignored it is their duty to continue to raise their voices in protest against the excessive taxation concomitant with reckless entry of government into private business.

Instead of confining their objections to those government activities that impinge on the grain business grain dealers will obtain a more respectful hearing when as citizens they protest against other government controls that hamper specified interests such as the railroads. As a matter of policy the grain dealer should as vigorously oppose the building of government hospitals for veterans while scores of privately operated hospitals stand empty for lack of patients who can pay, as he does the creation of a government grain buying and selling organization that can not supersede, but adds the cost of maintaining an additional marketing unit.

Just as soon as the government ceases the transfusion of the taxpayer's blood into the salary lists of moribund marketing agencies they will cease to function and the grain handlers will again carry on the entire trade, forced as always, by competition to handle grain on the narrowest margin known to any commodity.

Signs are not wanting that the government is gradually being forced into the position of hav-

"GOD give us men. The time demands  
Strong minds, great hearts, true faith and willing hands;  
Men whom the lust of office does not kill;  
Men whom the spoils of office cannot buy;  
Men who possess opinions and a will;  
Men who have honor; men who will not lie;  
Men who can stand before a demagogue  
And damn his treacherous flatteries without winking;  
Tall men, sun-crowned, who live above the fog  
In public duty and in private thinking!"



ing no money to pay the operating expenses and losses of its many agricultural marketing agencies. Citizens everywhere are withdrawing from taxpaying activities made unprofitable by the tax burden. The higher the tax rate the smaller the return to the government. In the cities owners of improved real estate can not pay the heavy taxes and are abandoning their properties so that the tax remains unpaid, and the municipalities are striving to transfer the load to the Reconstruction Finance Corporation.

Excessive taxation and interference by government with business are the direct cause of the consumer's inability to pay a fair price for the products of the soil and are the mainspring of the misguided efforts of the Congressmen to "do something" for the farmer under the stubborn drive of the farm bloc. The domestic allotment seems to have been too big a dose for the Senate to swallow and the forces working for social disorder are now turning to inflation, or depreciation, of the dollar as the means to enable the farmer to pay off his frozen loans and restore his lost purchasing power. Inflation is the lesser of the two evils to the grain dealer who habitually keeps himself even on the market. Powerful forces are working for inflation, but it will arrive unheralded like a clap of thunder out of a clear sky. Once started it can be expected to get out of hand, forcing the pit price of grain to unheard of high levels, accompanied by wholesale repudiation of contracts of sale by growers and other irresponsibles. Contracting grain from growers against sales for deferred delivery is an unwise policy in view of the threat of inflation. The dealer who continues to conduct his business in a conservative way has nothing whatever to fear from such an eventuality, but should go ahead in confidence, improving his facilities, keeping his buildings in repair and the machinery up-to-date.

### Taxpayers Should Not Pay Toll

The Farm Board member who delivered a speech at Nashville, Tenn., Jan. 13, was more accurate than he intended to be in likening the present marketing system to a toll bridge.

In his simile he carries out the thought into the construction of a "free" bridge at the taxpayer's expense to render obsolete and throw into the discard the private merchant's so-called toll bridge. In other words, his picture is one of grain marketing pools operated at public expense instead of the grain paying its own marketing costs.

Most of us are willing that our contributions as taxpayers should be devoted to construction of public bridges to be operated without toll because every citizen can make use of the bridge to haul his freight of every kind; but is it fair to construct at public expense a bridge to be used only by the grain traffic, while coal, lumber and every other commodity must bear its own marketing cost besides paying for the grain bridge? How long will it take the public to become surfeited with legislation pretending to benefit a class at the cost of the whole people, especially when the benefits to the preferred class have proved so illusory as the Farm Board's activities?

### Storage Addition to Burlington Elevator

The C., B. & Q. Railroad Co. has long owned a substantial cribbed grain elevator at Burlington, Ia., now operated by the Trans-Mississippi Grain Co., of Omaha. This house was changed from steam to electric power 10 years ago and has been equipped with new receiving and shipping legs. Its storage of 800,000 bus., however, was inadequate to the volume of business offering, and it was decided to erect the handsome storage annex shown in the engraving herewith, and which has just been completed.

The new storage consists of twelve reinforced concrete tanks, 24 feet in diameter, 105 feet high, with walls 8 ins. thick, placed in two rows with five interstices and two end pocket bins, with a solid concrete Mat Foundation resting on wood piles. This new storage is placed 100 feet south of the present building and connected to this with a concrete tunnel and steel conveyor bridge.

The upper conveyor is a 30-inch belt, driven at the extreme south end of the gallery by a 40-h.p. G. E. Motor thru silent chain drives. This belt runs far into the present storage underneath the distributing floor in which several steel loading hoppers were placed so that the grain can be discharged onto this belt from different points at the same time. The belt then runs upward thru the conveyor bridge at a slope of 4 to 12 and into the concrete gallery above the tanks and distributes to all bins thru a traveling tripper.

To obtain the maximum height of storage tanks the engineers resorted to the expedient of giving the storage conveyor an unusual incline, and have been gratified at its successful operation. At one time the belt was stopped with a full load and the tripper at the extreme end. Altho loaded to the edge with every kernel it could carry the belt nevertheless was started by its motor without difficulty.

The bottom of each bin is provided with steel draw-off hoppers regulated with a rack-and-pinion gate and the grain is discharged onto a 30-inch conveyor belt running through the tunnel underneath the tanks and thru a connecting tunnel into the present elevator. The discharge is placed high enough above the first floor so that the stream can be split and discharged into the boots of either one of the two shipping legs. This lower conveyor is driven from a 25-hp. G. E. Motor through a silent chain drive.

The concrete gallery above the tanks is the "daylight" type in which an abundance of steel windows is provided. On the side of this gallery is the reading room of the Zeleny Thermometer System which is installed in all tanks and bins of this new storage.

The belt conveyor idlers and rollers are all the roller anti-friction type. The motors are totally enclosed, fan cooled.

An entrance into the tunnel is provided at the extreme south end and the tunnel floor slopes towards this point. A sump is there provided.

The steel conveyor bridge is covered with H. H. Robertson's protected metal and the floor is made out of checkered plate laid in step formation to make it easier to walk up this steep slope.

Fire doors, carrying the underwriters' labels are provided at each end of this conveyor bridge.

A fire escape is also installed on the left side of the new storage, running from the main roof down to the ground.

A signal system which terminates at the present weighmaster's office is also provided.

This complete new annex was designed and built by Burrell Eng. & Const. Co. under supervision of the chief engineer of the C., B. & Q. R. R.

See illustration on outside front cover.

### Purchase of Mortgaged Wheat

The Belfield Farmers Union Elevator Co., of Belfield, N. D., has been granted a new trial of the suit by the Sax Motor Co., which had recovered damages for conversion of grain on which it held a mortgage.

One Wandler bought an automobile in May, 1929, payment of \$200.08 being deferred. Wandler could not pay more than \$25 when due and gave a mortgage on his 1930 crop as security for the unpaid balance.

Wandler hauled the grain to the defendant's elevator and sold it, giving the Sax Motor Co. only \$50.

The defendant contended that plaintiff had authorized Wandler to haul the grain covered by plaintiff's mortgage to the defendant's elevator, sell the same, and out of the proceeds thereof to pay the plaintiff. That this constituted a waiver of the mortgage.

The defendant insists that the evidence is insufficient to sustain the verdict and that a verdict in its favor should have been directed.

On cross-examination the defendant elicited from Wandler testimony to the effect that at threshing time Gunderson, plaintiff's managing officer, told him to take the mortgaged grain to the elevator, sell it, and pay the plaintiff out of the proceeds. Defendant contends that this establishes a waiver of all plaintiff's rights under the mortgage.

Further, that Wandler having been called as plaintiff's witness, plaintiff was bound by his testimony with respect to Gunderson authorizing Wandler to sell the grain and that plaintiff thereafter could not properly offer evidence to the contrary. Plaintiff called Gunderson for this purpose. Defendant having objected to the introduction of such testimony now insists there was no competent evidence to sustain the jury's finding that there had been no waiver.

Plaintiff claimed that Gunderson had called at the elevator before the grain was sold and told the manager, Cameron, that the checks in payment should be issued in the joint names of Wandler and plaintiff.

Thereafter the defendant's manager, Cameron, was called as a witness on behalf of the defendant. He was asked as to whether plaintiff had given him any notice, verbally or otherwise, with respect to the grain. Plaintiff objected to this testimony on the ground that notice was immaterial. Plaintiff's objection was sustained.

Thereupon, the defendant offered to prove by the witness Cameron "that the witness Gunderson who testified did not at any time serve any notice upon him of any kind informing him that he held a mortgage or other lien of any kind upon this grain prohibiting him in any way from buying this grain or give him any notice whatever, either verbally or in writing." Plaintiff again objected to this offer as being immaterial. The objection was sustained.

The Supreme Court of North Dakota in reversing the decision of the lower court, Nov. 30, 1932, said:

We think that the foregoing ruling was erroneous and prejudicial. The issue was as to whether or not there had been any waiver of the mortgage by the plaintiff. The defendant contended that there had been. Plaintiff denied this. Gunderson's testimony with regard to the conversation with Wandler and with Cameron was offered to establish that there was no waiver. His testimony, in that behalf, was not only as to his conversation with Wandler respecting the sale of the grain, but also as to the conversation had with Cameron, wherein he told Cameron that plaintiff had a mortgage on the grain and that when it was sold the check should be made payable jointly to Wandler and the plaintiff.

As we read the offer of proof, the purpose of the inquiry was to establish that there was no such conversation between Gunderson and Cameron and to that extent to rebut the proofs of the plaintiff tending to show that there had been no waiver. It is impossible to say how its effect would have been reflected in the verdict if this testimony had been elicited. This being so, there must be a reversal.

Accordingly, the judgment is reversed, and a new trial ordered.—245 N. W. Rep. 488.



# Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Exorbitant Rental of R. R. Land?

*Grain & Feed Journals:* We are using some R. R. land here and the lease calls for a payment annually at the rate of about \$4000 an acre based upon 6 per cent, which of course is too high as compared with the value of surrounding lands. It is our impression that the I. C. C. has ruled that the rental shall be based on the value of the nearby lands.

Are we correct in this matter?—Cohes & Clark, Kempton, Ind.

**Ans.:** Railroads own some land that is not a part of their right of way, and on that classification the railroads are in the position of a private landowner who fixes the rental on his own land. Would-be tenants can take it or leave it.

Right of way lands have been taken under the jurisdiction of some states such as Iowa and Kansas, where the ruling is that a fair rental is 6% of the value as compared with similar land in the same vicinity. In bargaining with the land department of the railroad company such rulings are proper precedents, even tho the state has no law or rule of the Utilities Commission, as in Indiana.

One of the earliest rulings is that of the Interstate Commerce Commission, in 73 I. C. C. 671, published on page 624 of the Grain Dealers Journal for Nov. 10, 1922, on which the railroads have since based their increases in rentals. The decision was given as the result of an inquiry instituted on its own motion in 1917.

The Commission said, "The Interstate Commerce Act contains no provision authorizing us to prescribe or regulate the terms or conditions under which carriers may lease their lands to shippers. No justification exists for the leasing of railway lands to industries at a nominal rental charge. Every effort should be made by carriers to obtain, when leasing land to shippers, terms no less favorable than would be obtained under similar conditions and restrictions of use, were the land owned independently of the railroad."

The Kansas law provides in case of disagreement between the railroad company and the lessee the public utilities commission shall hear the controversy and make an order just and right.

As the grain shipper virtually furnishes the railroad company with a depot building in which to accumulate and store grain for bulk shipment, the shipper is morally entitled to a lease free of charge, especially in the country where ground is cheap and the railroad company could earn no rental except from a shipper. Years ago railroads in trunk line territory built all the elevators and gave bins to different shippers rent free.

The Iowa Board of Railroad Commissioners on Nov. 17, 1919, granted the Stacyville Grain & Coal Co. relief in its complaint against the Illinois Central denying the increase from \$12 to \$85 in the rental for elevator and coal sheds on the right-of-way. The Commission fixed the value of the occupied ground at \$200 and the fair rental at 6 per cent, or \$12, per annum. Also, the Commission declared the charge for track maintenance unjust.

The Illinois Commerce Commission at its meeting Mar. 2, 1922, adopted a resolution after numerous complaints about increases in rentals that "In conformity with the rulings of the Interstate Commerce Commission the Illinois Commerce Commission require in cases involving approval by this Commission of leases or re-leases of railroad property for elevators or other industrial purposes, adequate evidence of the value of the property of the railroad involved in the lease."

The Nebraska State Railway Commission on Feb. 8, 1922, dismissed the complaint by the Hampton Lumber & Coal Co. against the increase from \$10 to \$150 by the Union Pacific in the rental of ground on the right-of-way occupied by a lumber yard and coal sheds. The Commission held it had no ground to consider the complaint, because the public was not interested, the lease being merely a private arrangement between a landlord and a tenant.

Early in 1920 the Indiana Grain Dealers Ass'n prepared a bill for introduction in the state legislature giving the Indiana Public Service Commission power to regulate rentals of sites on railroad ground, but nothing has come of it.

The Boyleston Grain Co., Boyleston, Ind., got the Indiana Public Service Commission to re-

duce the rental demanded by the L. E. & W. from \$123 to \$61.50 a year.

Kennedy Bros., Templeton, Ind., were paying \$10, but rather than pay an increase moved off.

## Photo of Horse Power Treadmill Wanted

*Grain & Feed Journals:* Some thirty to forty years ago grain elevators generally used sweep horse power or treadmills as their source of conveying and elevating energy. Can you suggest where a photograph of such an elevator showing the horse power treadmill in action may be obtained?—Historian.

## Rental of Railroad Real Estate?

*Grain & Feed Journals:* I have a lease from the C., C., C. & St. L. Ry. for 340 ft. along the track, costing \$95 per year. The state of Illinois values side track at \$10,000 per mile, or about \$2 per foot, making 340 ft. valued at \$680. At 6% the rental would be \$40.80. The representatives of the railroad company are of opinion the rent should be reduced, but the head of the real estate department refuses to reduce it.

Another lease of railroad land just across the street calls for \$10, but they say they have the right to let him have it for that because it is used for a garden or pasture, altho he does not give the railroad company a dime's worth of business. Recently I paid them a year in advance. What can I do to force them to adjust this?—M. H. Matteson, West Union, Ill.

**Ans.:** Elevator operators in Ohio and Indiana have countered a demand for exorbitant rentals by tender of check for a reasonable amount, bearing a notation stating for what it is given, which when accepted is a receipt, and are still operating their elevators on railroad ground. When a shipper shows such disposition to pay a reasonable amount based on 6 per cent of the value of similar land in the vicinity the railroad company wisely accepts for the good reason that if the elevator is forced off it will receive no rental whatever. Many of the elevators on rights-of-way were built many years ago before the railroads put into the leases the cut-throat clause making lessee liable for negligence of railroad employees. With the present style of lease grain shippers prefer to build on their own land to escape this unfair liability and could not be coaxed to build on land from which a prior occupant had been forced to remove his elevator, which is sufficient notice to the prospective tenant that the land department of that road is too greedy.

## Box Cars Continue to Leak

The 1939 box cars reported leaking during 1932 on page 20 of the Journal for Jan'y 11 were not the only cars detected leaking grain during the calendar year.

M. H. Ladd, Chief Weigher of the Milwaukee Grain & Stock Exchange, gives us the following figures for cars arriving in that market leaking during 1932:

	Per Cent.
Wheat .....	6.3
Corn .....	11.1
Oats .....	5.6
Barley .....	4.1
Rye .....	5.3
Misc. other grains.....	5.4
All cars .....	7.3

"During the year 1931 the percentages of leaking cars was 6.9%, and an average of the past five years was approximately 7%. Prior to 1928 our records indicate that approximately

ten per cent of the inbound cars were found leaking."

Judging from these figures corn shippers are getting careless in the cooping of their cars.

## Legislation at Washington

H. R. 13,972, by Fulmer, would repeal the tax on bank checks.

H. R. 14,031, 14,032, 14,035 and S. 5,329 have the same purpose.

H. R. 14,139, by Driver, would relieve farmers by loans to states or political subdivisions of the U. S.

H. R. 14,138, by Ayres, would provide loans from R. F. C. to farm mortgagors at lower rates of interest.

**Amendments** to the domestic allotment bill, including flaxseed, corn and goats were defeated. Butter fat payments are to be made monthly and the proportion of butter fat used in domestic consumption was arbitrarily fixed at 80%.

S. 5035 was the subject of a hearing Jan. 12 by the Senate Commerce Com'te. This bill provides that no common carrier by water shall make a higher rate to a publicly owned and operated terminal than to its nearest regular port of call.

**Pres.-elect Roosevelt** has informed the Senate Com'te on Agriculture, thru Senator Smith, that wheat only should be included in the domestic allotment bill, with an amendment to cover cotton. Growers would be much better off if both were omitted.

**A bill** has been introduced to give to federal and joint stock land banks the right to put up real estate, purchase mortgages, and contracts to sell real estate as collateral security for bonds outstanding. These banks would be given the privilege of carrying real estate for five years at the amount of their investment.

## Operation of Domestic Allotment

The domestic allotment plan of farm relief as embodied in the Jones bill that passed the House is actually a manufacturers' purchase tax.

The grain dealer will not pay the tax as he is not a manufacturer, or so-called processor.

The miller will pay the tax, now fixed at 75 cents per bushel of wheat, to the federal internal revenue department, under regulations to be promulgated.

The grain dealer may be called upon to furnish evidence for the farmer selling him wheat that the quantity and price was as claimed by the farmer when applying for the adjustment certificate to be issued by local representatives of the Sec'y of Agriculture.

The adjustment certificate will entitle the holder to the "fair exchange allowance," the amount of which per bushel will be proclaimed by the Sec'y of Agriculture from time to time, following a complicated rule, embodied in the law, using the present purchasing power of the producer in a ratio with the purchasing power of the producer in the five years 1909-1914 to determine the fair exchange "value." The "allowance" will be the difference between the price received for the commodity by producers at local markets and the fair exchange "value." It will be seen there is no connection between the tax and the allowance.

No adjustment certificate will be issued to a producer whose 1933 acreage has not been reduced 20 per cent, compared with some period in the past as determined by the Sec'y of Agriculture in regulations to be issued. Without agreement of any sort the wheat grower who has reduced his acreage becomes entitled to the "allowance" or bonus on the percentage of the crop consumed in the United States.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

### Demands the Rhinoceros Be Shot

*Grain & Feed Journals:* Four years ago when wheat was selling around the dollar mark, the cry was, Do something for agriculture. The election put Hoover in the White House with a Republican Congress.

Congress met, labored, and with Hoover's assistance brought forth the Agricultural Marketing Act, which was to fix the value of the farmer's products at fair prices. This they tried to do. But instead of fixing the prices at the level they were, the meddlers caused prices to fall and to decline until they reached the lowest level in the history of the nation.

If a farmer had a tractor that had done good work, but it got so that it backfired occasionally and was hard to start, would he junk the tractor and hitch a wild rhinoceros to the plow or would he get a competent mechanic to overhaul the tractor?

Well, the political wiseacres junked the marketing machinery through which the products of the farm have been efficiently marketed for years, and gave us a wild rhinoceros.

If a farmer made the above error, upon learning his mistake he would shoot the rhinoceros, have the tractor repaired and put back to work.

That's what the government should do: Shoot the Farm Marketing Act with a repeal and restore the marketing machinery that functioned economically so long.—M. R. P.

### What's Wrong with the Railroads?

*Grain & Feed Journals:* Chicago, the great central market for live stock and grain, used to have a freight rate from central Illinois to Chicago, back in 1918, of 4½ cents per hundred pounds. This rate is now 8 cents per hundred on grain. At greater distances this increase in rates amounts to from 45 to 55 per cent.

In most of the grain territory the railroad collects from one to two times as much as the producer of the commodity; this despite the fact that railroad cars have doubled in capacity, motive power has doubled in capacity, and trackage facilities as well as switching facilities and terminal facilities on the railroads have greatly increased.

The best farm relief that could be afforded and the best thing for the railroads would be reduced freight rates. Perhaps these are precluded by excessive taxes in local communities and the arbitrarily high and unreasonable "basic" railroad wages and working rules; but regardless of why railroad rates cannot be reduced [theoretically] the fact remains that trucks are taking the railroads' business.

Acting for an eastern distributor, our firm, James E. Bennett & Co., took delivery on a considerable number of carloads of eggs within the last two weeks. Three cars of these eggs were shipped from Chicago to a large point on the C. & E. I. railroad, about 175 miles from Chicago. The eggs were released for shipment on a certain Friday at 2:30 p. m. They were loaded on trucks, one at 4 p. m., two at 6 p. m. The eggs arrived in Terre Haute, one truck at 3 a. m. and two trucks at 5 a. m. Saturday; and the rate for this service, which is 100 per cent faster than railroad service, was 20 cents per 100 less than the railroad rate for the same service.

This incident of cheaper, superior service furnished by trucks, with no reasonable effort on the part of the railroads to meet the competition, is only one of many. Grain normally pass-

ing thru the Chicago market and Chicago warehouses is also moving in large quantity by truck at less cost and more satisfactory service than furnished by the railroads.

The railroads have the facilities but do not use them, and the public is entitled to relief from this situation. It is a menace to every investor, to every insurance policyholder, and to a suffering public whose business is stagnated by a high cost service that is out of line with the times.—James E. Bennett, Chicago, Ill.

### Get Government Out of Business

*Grain & Feed Journals:* If the government can be gotten out of private business there is no question that business in all lines will pick up. Farmers certainly have not been helped by politicians.—W. H. Borman, Marion, S. D.

### Not in Trucking Business

*Grain & Feed Journals:* Our attention has been called to a news item published in your last number under a Peoria, Ill., heading to the effect that we were installing a truck dump in our elevator there. This rumor unfortunately seems to have gained momentum as time goes on, and there is not the slightest semblance of truth in the item.

We do not own, have not owned, nor do we contemplate ownership of an elevator in Peoria, and are unalterably opposed to the installation of truck dumps in terminal elevators for the handling of truck-hauled grain.—Lowell Hoit & Co., Chicago, Ill.

S. J. Res. 223, by Copeland, would authorize Red Cross to exchange government cotton for articles containing wool.



T. K. Martin, Pres. Elect  
St. Louis Merchants' Exchange.

### Trucks Taking Business from Railroads

*Grain & Feed Journals:* Today, if we wanted to ship ten bags of seed or feed to Anderson, Ind., in direct line on the Big Four 40 miles away, it could not be delivered under three days' time. In the first place, the freight office closes at 4 o'clock and the obliging employees would not stay ten minutes after four to receive a shipment.

We often get orders that have to be made up. If we get them by 3 o'clock we can call a truck line which is run by responsible people, and they will come to our place of business, take the ten bags, and we don't have to wait to get in the freight office until 8 or 8:30 in the morning. They will take it from our warehouse from 6:30 to 7 o'clock in the morning or any time we want it done and in one to two hours it will be delivered to our customer in Anderson.

The same is true of longer and shorter hauls. They are very glad to do it for the local freight rate, saving us trucking at this end and our customer trucking at the other end. On high class freight they are simply taking it all away from the railroads, not because they can do it any cheaper but because they give better service.

Trucks are going to make railroads valueless unless the railroads wake up and try to give service. To my knowledge they have made no progress in going after business and giving service in the last fifteen years.

Trucks may eventually ruin all the little country elevators but if they do, we will be out running trucks and trying to save our business. As cheap a commodity as coal is being trucked in a pretty large way out of Ohio, West Virginia, and Kentucky to southern Indiana and Ohio and grain carried back to the consumers in the mining region. That means ruin to the elevators in that section of the country unless they put on trucks, haul their grain to coal mines, and bring back coal in their own trucks.—P. E. Goodrich, Winchester, Ind.

### T. K. Martin Heads Merchants Exchange

Thomas K. Martin, who has been elected the 1933 president of the St. Louis Merchants Exchange, has been vice pres., and in the many years of his membership has served on every com'tee.

His connection with the grain business began in 1889 with the W. L. Green Commission Co. On Mr. Green's retirement from the trade Mr. Martin joined G. L. Graham and later purchased his interest in the Graham & Martin Grain Co. He is a native of Kentucky.

On taking office he said, in part: "As this institution enters its 98th year, it is confronted with the most serious problems of its existence. Most of us have been so busy with our own vicissitudes that we have not realized momentous changes now in progress among all peoples. It will require self-control, genius and courage, to adjust ourselves to these new conditions—political, social, and economic.

"In the markets of the world the American farmers' opportunities have been destroyed by unsound commercialized class politics.

"America cannot, by hoarding its grain thru the instrumentality of a Farm Board, or by reducing domestic production, also consumption, by an allotment plan, force other nations to trade with it to their disadvantage. Neither can there be for a surplus producing country a continuous one-way commerce.

"The domestic disparity between the exchange ratio of the 50c per day farm labor earnings and the high unit labor cost of fabricated commodities has reached a crisis where leaders of industry and finance are frightened on one side by the Scylla of destruction of agriculture as a buyer for their high cost products, and on the other side by the Charybdis of social revolution of labor unemployed as a consequence."



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Ottawa, Ont., Jan. 21.—According to the final estimate by the Dominion Government, Canada raised 428,504,000 bus. of wheat during 1932, of which 408,000,000 bus. was raised in the three Prairie Provinces. The year's yield for all provinces was 124,000,000 bus. in excess of the 1931 crop.

Springfield, Ill., Jan. 18.—The weather has been ideal for seasonable farm work and favorable for growth of winter crops. Winter wheat is becoming green and its condition is generally reported as good to excellent. Corn harvest is now about completed. Livestock continues to be pastured in corn fields.—E. W. Holcomb, meteorologist, U. S. Dept. of Ag.

Decatur, Ill., Jan. 21.—At the present time frost is out of the ground; in fact, some fields have been plowed during the last 10 days; soil appeared in good condition. Recent rains and moderate weather have caused wheat fields to green up a little. It now appears that Illinois will plant more land in soy beans in 1933 than ever before; they were good cash producers in 1932.—H. I. Baldwin & Co.

The Farm Board in its third annual report says nothing about the rising tide of opposition to its wasteful activities among the real cooperative marketing organizations.

The sale of 160,000 bus. of Red Cross wheat for export recently was made to obtain funds to pay for milling other wheat in better position for grinding into relief flour.

## Le Count, Crop Expert, Passes

Geo. M. Le Count, an internationally known crop viewer and estimator of probable yields, died at his home in Bradley, S. D., Jan. 21, after suffering many months of heart trouble.

During more than 30 years of service in that capacity he had been connected with leading Chicago firms such as Finley Barrell & Co., Block, Maloney & Co., and Stein, Alstrin & Co. For the latter firm he made two trips to the Argentine, tho he specialized on conditions in the American Northwest. He was 60 years of age.



Geo. M. Le Count, Bradley, S. D., Deceased.

## Output of Kansas City Mills

During the past year the 12 flour mills of Kansas City turned out 6,827,832 barrels of flour, against 7,355,547 barrels in 1931, grinding 31,250,000 bus. wheat, against 33,000,000 in 1931.

The six plants making corn meal turned out 129,554 barrels, against 232,471 in 1931.

Millfeed production amounted to 251,585 tons in 1931, against 281,870 in the preceding year.

## New Barley Grades Worked Out

Barley experts of Milwaukee and Chicago, co-operating with the U. S. Boro of Agricultural Economics, have, after several months' work, perfected a set of standard grades for three grades of barley that will satisfy the needs of maltsters and yet permit trading in future delivery for hedging purposes.

The new grade rules have been forwarded to Washington for approval, and have been submitted to the directors of the Chicago Board of Trade.

Receivers of 348 closed state banks in Iowa have been ordered by L. A. Andrew, state superintendent of banking, to hold no more farm real estate or chattel mortgage foreclosure sales. Good news for grain buyers.

## Exports of Grain Since July 1

Exports of grain from the United States for the 6 months ending Dec. 31, as reported by the U. S. Dept. of Agriculture, have been, in bushels: wheat 17,624,000, corn 5,563,000, oats 3,059,000, rye 298,000, barley 5,393,000, and wheat flour 10,533,000 barrels, against for the corresponding months of 1931: wheat 58,642,000, corn 1,461,000, oats 1,975,000, rye 42,000, barley 3,442,000 bushels, and wheat flour 22,485 barrels.

All of the grains that were free from Farm Board domination showed gratifying increases in export volume, while wheat held by the government's Stabilization Corporation, fell to less than one-third the volume.

The reduction in wheat exports from the United States was made up by increased shipments from Australia and Argentina, which aggregated 306,000,000 bus., against 270,000,000 bus. a year ago, and by exports from the Danube and Bulgaria, aggregating 39,280,000, against 15,176,000 bus. a year ago.

Eliminating the foreign shipments of Grain Stabilization Corporation stocks the United States exports of wheat grain for the five months, July 1 to Dec. 1, totaled only 3,530,247 bus., compared with 19,443,000 bus. during the corresponding period of 1931. This indicates how our wheat export trade has been paralyzed by government interference.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

St. Joseph, Mo.—December receipts of grain were: Wheat 246,400 bus., corn 424,500, oats 508,000, against wheat 508,800 bus., corn 271,500, oats 320,000 in Dec., 1931. Shipments for the same period were: Wheat 1,086,400 bus., corn 169,500, oats 68,000, against wheat 680,000 bus., corn 139,500, oats 14,000 in Dec., 1931.—St. Joseph Grain Exchange, N. K. Thomas, sec'y.

Houston, Tex., Jan. 1.—No vessels carrying grain were loaded at Houston during December, 1932, against wheat 339,877 bus., kafir 51,428, milo 25,714 in December, 1931. Grain exported from Houston during the calendar year of 1932 was as follows: Wheat 1,591,718 bus., kafir 471,840, milo 461,672 and oats 112,830, against wheat 2,898,701 bus., kafir 251,600, and milo 154,285 during the calendar year of 1931.—L. P. Clausen, chief grain inspector.

Churchill, Man., Jan. 7.—Canada's youngest and most northerly seaport considers its first full operating year a success. Altho navigation closed in the middle of November, ten boats cleared from the port with grain during the short season and of this number the bulk arrived with inbound cargoes. Considering the high insurance rates and the fact that comparatively little was known about navigating conditions thru the Straits, the year may be regarded as satisfactory. The ten boats sailing from Churchill carried out 2,736,682 bus. of grain. There are 2,430,000 bus. of grain in storage in the Churchill elevator for movement next year.

Fort William, Ont., Jan. 11.—Receipts and shipments of grain at Fort William-Port Arthur were as follows for the years 1930, 1931 and 1932, respectively: Receipts—Wheat, 170,039,048, 158,036,690 and 177,421,016 bus.; oats, 10,731,643, 17,613,045 and 9,011,503; barley, 14,706,756, 9,325,048 and 6,727,860; flaxseed, 3,088,545, 1,731,072 and 1,439,108; rye, 6,870,387, 3,453,297 and 2,710,567. Shipments for the same years, respectively, were: Wheat, 180,429,303, 147,326,683 and 166,056,395 bus.; oats, 13,136,792, 19,850,687 and 13,523,559; barley, 13,977,127, 21,197,256 and 8,456,378; flaxseed, 2,452,475, 2,372,498 and 1,254,889; rye, 3,874,947, 3,576,953 and 8,585,328.—E. A. Ursell, statistician.

Fred J. Lingham, Lockport, N. Y., has been nominated for pres. of the Millers National Federation.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at following markets for the past two weeks have been as follows in cents per bushel:

	Wheat											
	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 23.	Jan. 24.
Chicago .....	49 $\frac{7}{8}$	49 $\frac{1}{4}$	48 $\frac{1}{4}$	47 $\frac{5}{8}$	46 $\frac{3}{4}$	47 $\frac{1}{2}$	46 $\frac{3}{4}$	47 $\frac{5}{8}$	47 $\frac{3}{4}$	46 $\frac{3}{4}$	47 $\frac{1}{4}$	47 $\frac{7}{8}$
*Winnipeg .....	42 $\frac{1}{2}$	41 $\frac{1}{4}$	41	40 $\frac{3}{4}$	39 $\frac{3}{4}$	40	39 $\frac{3}{4}$	40 $\frac{3}{4}$	40 $\frac{3}{4}$	39 $\frac{3}{4}$	40 $\frac{3}{4}$	40 $\frac{3}{4}$
*Liverpool .....	50 $\frac{1}{2}$	50 $\frac{3}{4}$	50 $\frac{3}{4}$	49	49	48 $\frac{3}{4}$	48 $\frac{3}{4}$	49	48 $\frac{3}{4}$	48 $\frac{3}{4}$	48 $\frac{3}{4}$	48 $\frac{1}{2}$
Kansas City .....	44	43 $\frac{1}{4}$	42 $\frac{3}{4}$	41 $\frac{5}{8}$	40 $\frac{1}{2}$	41 $\frac{1}{4}$	40 $\frac{3}{4}$	41 $\frac{1}{2}$	41	40 $\frac{3}{4}$	41	41 $\frac{1}{8}$
Minneapolis .....	48 $\frac{5}{8}$	47 $\frac{5}{8}$	46 $\frac{3}{4}$	46	45 $\frac{1}{2}$	46	45 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{4}$	45 $\frac{5}{8}$	46	46 $\frac{3}{8}$
Duluth, durum .....	47 $\frac{1}{4}$	46 $\frac{3}{4}$	45 $\frac{1}{4}$	44 $\frac{1}{2}$	43 $\frac{5}{8}$	44	43 $\frac{3}{4}$	45	44 $\frac{1}{2}$	43 $\frac{3}{4}$	44 $\frac{1}{4}$	44 $\frac{1}{2}$
Milwaukee .....	50	49 $\frac{1}{4}$	48 $\frac{3}{4}$	47 $\frac{1}{2}$	46 $\frac{3}{4}$	47 $\frac{1}{2}$	46 $\frac{3}{4}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	47	47 $\frac{1}{2}$	....
	Corn											
Chicago .....	27 $\frac{3}{4}$	27 $\frac{3}{4}$	27 $\frac{3}{4}$	27	25 $\frac{3}{4}$	26 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{3}{4}$	26 $\frac{3}{4}$	26 $\frac{1}{2}$	26 $\frac{3}{4}$	27
Kansas City .....	24 $\frac{1}{2}$	24 $\frac{5}{8}$	24 $\frac{1}{4}$	24	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23 $\frac{1}{2}$	23 $\frac{3}{4}$	23 $\frac{1}{2}$	23 $\frac{3}{4}$
Milwaukee .....	27 $\frac{3}{4}$	27 $\frac{3}{4}$	27 $\frac{1}{2}$	27 $\frac{1}{2}$	26	26 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{3}{4}$	26 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{3}{4}$	....
	Oats											
Chicago .....	17 $\frac{3}{4}$	17 $\frac{1}{2}$	17 $\frac{1}{4}$	17 $\frac{1}{4}$	16 $\frac{3}{4}$	17 $\frac{1}{4}$	17	17 $\frac{1}{4}$	17 $\frac{1}{4}$	17 $\frac{1}{4}$	17 $\frac{1}{4}$	17 $\frac{1}{4}$
Winnipeg .....	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23 $\frac{3}{4}$	23	23 $\frac{3}{4}$	23 $\frac{3}{4}$	24 $\frac{1}{4}$	24 $\frac{1}{4}$	24 $\frac{1}{4}$	24 $\frac{1}{4}$	24 $\frac{3}{4}$
Minneapolis .....	14 $\frac{1}{4}$	14 $\frac{1}{4}$	14 $\frac{1}{4}$	14 $\frac{1}{4}$	13 $\frac{3}{4}$	14	13 $\frac{3}{4}$	14 $\frac{1}{4}$	14 $\frac{1}{4}$	14 $\frac{1}{4}$	14	14
Milwaukee .....	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17	17 $\frac{1}{2}$	17	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$	....
	Rye											
Chicago .....	37 $\frac{1}{2}$	36 $\frac{1}{4}$	36	35 $\frac{3}{4}$	35	35 $\frac{1}{2}$	35	35 $\frac{3}{4}$	35	34 $\frac{3}{4}$	34 $\frac{1}{2}$	34 $\frac{3}{4}$
Minneapolis .....	32	31 $\frac{1}{4}$	30 $\frac{3}{4}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	30	29 $\frac{3}{4}$	30 $\frac{1}{2}$	30	29 $\frac{3}{4}$	29 $\frac{3}{4}$	30
Winnipeg .....	35	33 $\frac{3}{4}$	33 $\frac{3}{4}$	33	31 $\frac{3}{4}$	32	32 $\frac{1}{4}$	32 $\frac{1}{4}$	33	32 $\frac{1}{4}$	32 $\frac{1}{4}$	32 $\frac{3}{4}$
Duluth .....	34 $\frac{3}{4}$	33 $\frac{3}{4}$	33	32 $\frac{1}{2}$	32	32 $\frac{1}{2}$	32	32 $\frac{1}{2}$	32 $\frac{1}{4}$	31 $\frac{3}{4}$	31 $\frac{3}{4}$	32
	Barley											
Minneapolis .....	23 $\frac{1}{2}$	22 $\frac{1}{2}$	22 $\frac{3}{4}$	21 $\frac{3}{4}$	21 $\frac{1}{2}$	21 $\frac{1}{2}$	21 $\frac{1}{2}$	21 $\frac{1}{2}$	22	21 $\frac{1}{2}$	21 $\frac{1}{2}$	22
Winnipeg .....	30 $\frac{3}{4}$	30 $\frac{1}{4}$	30 $\frac{1}{4}$	29 $\frac{1}{2}$	29 $\frac{1}{4}$	29 $\frac{3}{4}$	29 $\frac{1}{2}$	30 $\frac{1}{4}$	30 $\frac{3}{4}$	29 $\frac{3}{4}$	30	30 $\frac{1}{4}$

\*Deduction made on wheat only for depreciated currency.



# Responsibilities of the Grain Trade

Geo. E. Booth, Pres. Grain and Feed Dealers National Ass'n before Indiana Grain Dealers Ass'n

It is a privilege and an honor to be with you today as a representative of fellow grain men the country over. As president of the Grain and Feed Dealers National Ass'n I bring greetings from the grain trade of other states who want to join with you in your deliberations.

There is no denying the extremely unsatisfactory conditions under which we are carrying on. The breakdown is world-wide, the financial structures of nations have been staggering, money standards are discussed everywhere and there is no line of business that has not been seriously affected by the international economic chaos.

I remember when about two and one-half years ago the first great business conference was called in Washington, a prominent Chicago banker was quoted as saying he thought it would have about the same effect as if he were to stand in front of his bank, wring his hands, and declare to the people that everything was O. K. with the bank.

**Government in Private Business.**—Never before has our own Federal Government gone so extensively into state and private business.

In this unprecedented economic storm we have had the Farm Board helping the farmer. And what a help they turned out to be, not to the farmer or the tax-payer, but only to an immense pay-roll of men in the Stabilization Corporation, Farmers National Grain Corporation, Cotton National Coop. and other so-called farmer owned and controlled corporations which promoters and organizers dominate and where the real farmer has little financial interest or voice. At a time when the best in marketing methods was needed the Grain Marketing Act with its Farm Board made up of woefully inexperienced men in grain marketing was foisted on the country. What could have been more tragic back in 1929 when veteran grain men, who are smart enough to know they do not know what the market will do, were exporting wheat and there was a liberal marketing around \$1.25 a bu. The Department of Agriculture said on July 15th:

"Prices for wheat based on world conditions are expected to be 15 to 25c a bushel over the past season."

Then to be sure and prevent any possible weakness in wheat values—on January 7, 1930, our great super grain man, Secretary Hyde, said in press reports that according to studies by economists in his department:

"Wheat is still 10 to 15c a bushel too low based upon its merchandising values in the world market."

On August 5, 1929, our great grain merchant, Mr. Legge, then Chairman of the Federal Farm Board, said:

"The Federal Farm Board believes that, based on known world supply, present prevailing prices for wheat are too low; the Board believes that this unsatisfactory price is chiefly due to the rapid or disorderly movement."

Then on August 30, 1929, Mr. Legge said:

"The Farm Board will make the grain growers of this country moderately comfortable this year."

I believe we will agree the comfort was "moderate."

**The effect of the passage of the Grain Marketing Act** and creation of the Farm Board on grain trading the world over was stupendous. Five hundred million dollars of the tax-payers' money was appropriated and the Farm Board given unlimited power and authority to administer the Act. At the first meeting of the Board, President Hoover said:

"I invest you with responsibility, authority and resources such as have never before been conferred by our government in assistance to any industry."

Foreign buyers took our marketing act most seriously and naturally took drastic action to see that they were not held up for our grain—farmers never before having had such positive government assurance held their grains for more money and thus started the great back-water of surplus grain which has inundated values, carrying them down to unprecedented low figures. In the face of the greatest tragedy ever enacted, the Farm Board is now asking for endorsement and their children who have squandered millions, are asking to be forgiven their loans and be given more money with which to do more mischief.

**What is the remedy?** Is there a program to lead us out of the wilderness? Gold bricks, get-rich-quick schemes, miracle working cures are always more alluring and attractive than sound common sense, hard work and natural methods. The grain men of this country as salesmen and true allies of the farmers have found no better plan than finding the highest market—selling when there is a good demand—keeping costs of handling to a minimum, in other words, working with and facilitating in every way possible the natural laws of supply and demand.

**False Prophets.**—The farmer is no fool; he formerly followed the dictates of what in Iowa we used to call "good horse sense" and sold his grain at reasonable figures, regulated his acreage basis returns, and averaged out pretty well until false prophets appeared and from high places he was misled by the Federal Rain-bow. He might have reasoned that these public men from the Secretary of Agriculture down to the county agent were simply men of limited experience in any business and little or none in marketing, yet their position gave authority to their words which have been so misleading.

**Repeal Grain Marketing Act.**—I am sure I express the views of millions of good tax-paying citizens, farmers, grain dealers and other business men when I declare the finest thing that could happen to the farmers of this country would be a repeal of the Grain Marketing Act with complete abolishment of the Farm Board. The agricultural problem has been covered recently in a study made by the grain trade as represented by the Grain Committee on National Affairs with which you are connected by an affiliation with the Grain and Feed Dealers National Association. You should carefully read this study:

**"A Survey of the Farm Question."** I want to be sure that you get some of the conclusions which are thus stated:

"By constructive action, put sufficient flexibility into the tariff structure to grant to the foreign buyer of agricultural products in America sufficient concessions to make it profitable for him to buy such products here instead of in other producing countries. When reciprocal trade agreements yield something of our own market to the surplus production of other nations in order to secure there a market for our own surplus farm products, we shall be distinctly in line with the protective policy that seeks to make of tariff a distinct advantage to all of our people and not a burden laid upon one group for the benefit of another group."

"Broadly speaking, any legislative plan adopted, even if of only temporary character to serve while a complete survey is being made, should:

"1. Use the tariff to help sell agricultural products of which we produce a surplus and thereby make the tariff directly effective for the farmer.

"2. Reach the real problem by bringing farm prices into equilibrium with general commodity prices and thus close the gap that has brought ruin to agriculture.

"3. Reopen the channels through which surplus products, goods or materials in one section of the world may by the natural processes of trade be expeditiously moved to the section of the world where such surplus is needed.

"4. Repeal the Grain Futures Act, the Agricultural Marketing Act and all other restrictive legislation now placed upon the processes of distribution and leave both agriculture and commerce free to operate under natural conditions and to the mutual profit of each.

"5. Take full advantage of our tariff structure to increase our participation in the international trade of the world by opening a means for the disposal abroad of our surplus of farm products.

"6. Induce foreign governments to moderate the restrictive measures they now impose against the importation of American farm products and provide a method by which in part at least the indebtedness of European countries to the United States may be liquidated through enlargement of commerce between such countries and ourselves.

"7. General and material reduction of federal, state and local taxation and elimination of unnecessary governmental activities.

"It is equally important that any legislative plan adopted:

"1. Should not require curtailment of agricultural production to fit only domestic needs but should through trade exchange open the world market for whatever surplus of food or other raw materials we care to produce.

"2. Should not require the creation of any additional governmental machinery or the employment of a single new government employee.

"3. Should not add anything to Federal government expenditures in administration."

The principles stated are to be worked out along natural lines. No mysterious, miraculous schemes or plans are suggested.

**What better plan** than to return to the good old days of unfettered markets; with super taxes on grain future trading removed, ill-advised restrictions on future trading discontinued, the Grain Marketing Act repealed, and with all this millions upon millions saved to the tax-payers. Best of all would be the return of natural markets to the farmer with the assurance of better prices for his products.

**Our transportation problem** is a major difficulty; freight costs are retarding business everywhere. Trucking has increased by leaps and bounds and is now invading the grain

business. The northern part of this state offers one of the best illustrations of trucks taking grain away from the dealers, the railroads and the terminal market commission men that I know about. The railroads are in a desperate position, yet are doing practically nothing to better it.

**Denial of Export Rate to Move Corn.**—Last October our National Ass'n made a strenuous effort to convince the carriers a 50% reduction on export rates for corn from the point of origin to the seaboard would be altogether constructive and simply keep this country, with its huge surplus of corn, in line for export business. Our membership gave me good support and I took the question to the Executive Committee of both the Western and Eastern Traffic Ass'ns. Formal regrets were received from each. One reason given for not acting favorably on our proposal was "they could not afford to decrease revenue." Imagine that when one of our principal arguments for the emergency rates was "new business and new revenues for the railroads."

It seems so obvious that no all-rail export business is no help to the railroads and that a volume, possibly reaching into millions of bushels on a half rate, would be worth while revenue even before taking into consideration additional freight business that would be created by the farmer selling his corn and buying more commodities. I am convinced the responsibility for our not having emergency rates on export corn in effect right now lies with the railroad officials who have refused to act on this important measure. We have not given up hope and now that we are back close to an export basis the possibility of revenue for emergency export rates may attract favorable attention.

**Quack Doctoring.**—Now when the country is suffering so acutely an economic illness made more critical by quack doctoring, more patent medicines with claims for great healing are proposed. We cannot too strongly denounce such an unwise course, and urge all men who are truly interested in the welfare of the farmer and through him most other lines of business, to protest and rise up with the voters' power to insist that agriculture be given a chance to recover with the aid of natural laws and not encumbered with further school-room theories.

The latest edition of so-called farm relief was first called the Domestic Allotment Plan, later the Agricultural Emergency Act, and in its most recent form, the National Emergency Act. It has changed form and program vitally.

Prof. M. L. Wilson, who is said to have originated the plan, states:

"No price fixing is involved, and there is no interference with present marketing agencies," therefore, as grain men we need not judge this proposed legislation as a personal matter but as tax-paying citizens who are in a position to judge, what is likely to be good or otherwise for agriculture. We can hardly ignore a measure to increase taxes \$1,000,000,000.00. This proposed legislation will be analyzed by another speaker but I want to mention two of its most obvious features: An immense government pay-roll to supervise and administer a super-excise tax. An unprecedented Czaristic control of agriculture by the Secretary of Agriculture.

Who is to be Secretary of Agriculture; probably no one knows as yet but he will not be our experienced, seasoned Mr. Hyde. No matter how good or great or wise our new secretary may be he would have a super-human task and could not successfully administer the Na-



Geo. E. Booth, Chicago, Ill.



tional Emergency Act under which he would of necessity be compelled to.

Quoting from an editorial in the Chicago Tribune of January 7th in regard to the Secretary's duties in connection with this Act—

"A man who combined the integrity of George Washington, the energy of Theodore Roosevelt and the administrative ability of Alexander Hamilton could not handle so prodigious a task and no man in his senses would undertake it."

What are you and I going to do, we who are the true friends and representatives of agriculture? Are you personally acquainted with your congressmen and senators? Have you told them the facts? If you find it impossible to talk these farm and marketing problems over with them personally, the least you can do is to give them information and requests by letter or telegram. Promoters and organizers self-appointed and supported by your tax money continue to misrepresent the farm problems. It is amazing but true that farmer organizers and promoters not truly representing the farmers are able to convince a great many of our legislators that more farm relief legislation must be enacted. Latest advices from Washington indicate the National Emergency Act is viewed with much apprehension by many congressmen who voted for it.

There seems a blind determination to vote for some attempt at farm relief even though a sound workable act has not been written. The large majority of farmers want the country to be free from special farm legislation which obviously has brought such great injury to the farmer and all business. We must strongly urge the farmer who really wants freedom from legislation and natural markets to make his wants known in Washington.

Truth will destroy this Goliath of Agricultural Bureaucracy. We must show men in other lines that their interests are the same as ours and that it will take united action to save agriculture from professional promoters and organizers, the tax eater, most of whom are unable to realize what a colossal injury they have brought to agriculture and our entire economic structure.

## Wheat Feeding Continues Heavy

Chicago, Ill.—With apparently bountiful supply and low price of corn and oats in the country, the quantity of wheat still being fed to live stock, as reported to us by our correspondents, is much larger than we would have expected. Altho in many localities the use of wheat for feed is less than a year ago, in other places it is nearly as much, and in some places, more.

Several reasons are given for the continued use of wheat for feed. Much wheat is fed to poultry. Eggs, being one of the most profitable (or least unprofitable) products of the farm at current prices, the feeding of wheat to poultry has been stimulated.

Wheat long held and more or less out of condition is being fed. Lack of money or purchasing power, induces many farmers to feed their wheat instead of buying commercial feeds. Some farmers just say they would rather feed their wheat than sell at current prices. Freight rates are so high, in comparison with prices, that local supplies, wheat as well as corn or oats are fed, before shipping in feed.

At the close of the last crop year we estimated that the total amount of wheat fed from the 1931 crop was about 175,000,000 bus., and the government later estimated the amount 184,000,000 bus. Two months ago, we estimated, on the basis of reports from our correspondents that about 88,000,000 bus. of the 1932 wheat crop would be fed to live stock. It now looks as tho it may be around 125,000,000 bus.—Nat C. Murray, statistician Clement, Curtis & Co.

## A 50,000-Bu. Corn Crib

A crop of corn of such excellent quality as that of 1932 seldom offers the inducement of low price to hold it off the surfeited market that we have under present conditions. It is true that corn may be five cents per bushel cheaper when time comes to shell out the cribs, but with the September delivery selling at 3 cents premium over the May future the storage charges are guaranteed to a hedger.

The enterprising Big Four Elevator Co., of Mattoon, Ill., has built a 50,000-bu. crib adjacent to its elevator at Lipsey Switch, but separated by a space of four feet. This corn crib is 100 ft. long, solidly built on substantial concrete walls (seven in number) running the entire length of the building. The building is 24 ft. wide, and 35 ft. to the eaves of the roof. Running the entire length of the crib, and from the floor to the roof is a 4 ft. ventilator space, thus making provisions for the drag at the bottom, and an air space from the trough to the apex of the roof.

The storage corn therefore occupies a space no more than 10 ft. in thickness on either side. The crib proper is well above the ground. The joists are 2x10, and the floor is made of 2x10, while all of the studs and plates are built of 2x6's.

To fill a crib of this size arrangements have been made for the corn to be elevated from the wagon dumps to the top of the elevator proper, and from the top of the elevator by gravity to pass over an iron bar grating, thus eliminating all of the shattered corn. By an ingenious arrangement all of the husks and silks are taken up by suction over the grating and passed into the chaff room of the elevator. After the corn passes over the grating it is taken up by a long canvas belt in the extreme top of the crib, and carried to that portion of the crib which is being filled. Only the ear corn is removed from the belt, for such shelled corn that has developed after passing over the screen is conveyed by the belt to the end of the line where it is collected in a bin which has been conveniently arranged to empty into a truck for removal.

High costs of lumber, materials and labor have deterred many from building cribs, but these factors have been overcome by Thos. V. Wright, comptroller of the elevator company, after an examination of 30 other cribs intended to solve the cost problem, altho he does not pretend to be a contractor nor an architect.

The crib is 5 bents high, each bent being 7 ft. high and 10 ft. square, thus making the entire structure a series of 10 square receptacles tied together. Each plate in each bent has been tied across each corner with rods. There are two partitions on one side of the crib, and one partition on the other side of the crib, making it practical to handle both white and yellow corn in the same crib.

A water shed at each plate is expected to aid considerably in protecting the plates from the

weather. This was done more to make it possible to paint these plates with a spray gun, rather than to shed the water off them.

Double bevel slats 1x4 were used for the siding, placing them 1¼ inches apart.

Warnings that a crib of this height could not possibly stand the weight of the corn that it would hold were in vain. However the building itself has already proved that it can withstand the pressure of any amount of corn that can be placed in it.

After this corn is thoroly seasoned, and the time comes to market it, it is released from the crib sections into a drag which transfers the ear corn back into the elevator for elevation to the corn sheller and cleaner, thence to the bins for shipment.

The corn that is going into this crib is exceptionally free from dirt, and for this reason will shell out free from rubbish.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 7, 8, 9. Farmers Grain Dealers Ass'n of North Dakota, Fargo, N. D.

Feb. 7, 8, 9. Illinois Farmers Grain Dealers Ass'n, Springfield, Ill.

Feb. 20, 21. Indiana Farmers Grain Dealers Ass'n, Purdue University, LaFayette, Ind.

Feb. 21. Feed Dealers Ass'n of Washington, Tacoma, Wash.

Feb. 21-22. Eastern Federation of Feed Merchants, Syracuse, N. Y.

Feb. 21, 22, 23. Farmers Elvtr. Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22, 23—Ohio Farmers Elvtr. Ass'n, Waldorf Hotel, Toledo, O.

Feb. 23. Northwest Feed Dealers Ass'n, West Hotel, Minneapolis, Minn.

May 18-19. Northwestern Retail Coal Dealers Ass'n, Radisson Hotel, Minneapolis, Minn.

June 26. Farm Seed Group of the American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

June 28, 29, 30. Official Seed Analysts of North America at Chicago.

Sept. 18-19-20. Grain & Feed Dealers National Ass'n, Congress Hotel, Chicago, Ill.

The passage of the allotment plan bill for farm relief by the House failed to stimulate any active buying of wheat today, but on the other hand appeared to have injected another element of uncertainty into the situation and shaking the confidence of holders.—Hulburd, Warren & Chandler.



A Modern 50,000-bu. Corn Crib at Lipsey Switch, Ill.—Frame at Left.—Finished Crib at Right.



# Indiana Ass'n Holds Record Meet

Indianapolis was again the cordial host to the Indiana Grain Dealers Ass'n, which held its thirty-second annual convention in the Board of Trade Library on Jan. 19-20. The Indianapolis receivers kept open house for the entire two days. The Association just concluded a most successful year with a net loss of only six members and a treasury balance of \$4,220.87. A new attendance record was established.

Thursday morning was purposely left open for delegates to visit the trading floor, to register and to greet old friends. The directors and committees also held meetings.

The first business session was called to order by President O. L. Barr, Bicknell, at 1:15 P. M. The privilege of introducing Governor Paul V. McNutt, Indiana's chief executive, was turned over to Sec'y Fred K. Sale. The Governor's address was short, snappy, a talk of sensible optimism.

We have three modes of retreat, if we are going to retreat, he said; first, a dictatorship; second, to dig ourselves in and attempt to preserve our industries that have been established for years; and third, a decisive center attack, meaning to sit down and solve our problems and bring about the dawn of a new day. The last mode is our way, is the way we're going to do it, for we stand together today as a body of citizens of the same mind. Our program must first be to REDUCE THE COST OF GOVERNMENT, and second, to distribute equitably the burden of government. "To this end," he concluded, "I invite your serious advice."

Community singing followed.

PRES. BARR introduced EVERETT ALLISON, Chairman of the Grain & Hay Com'te of the Indianapolis Board of Trade, who followed with a hearty address of warm welcome.

WALTER M. MOORE, Covington, responded, emphasizing the importance of meeting to solve mutual trade problems, to see one's friends, to lay aside one's cares for a day or two. He pointed out how fortunate the Hoosier Grainmen were to enjoy such hospitality and co-operation as was ever evident from the Indianapolis Board of Trade. "And how lucky we are to have a top-notch distributing center like Indianapolis to which to ship! This market deserves a vote of thanks and praise."

PRES. BARR followed with his annual address:

## President Barr's Annual Address

The year of 1932 has been a momentous one in many respects. It has been a year that absolutely ignored many long standing all time records. In athletics goals have been attained that heretofore were considered incomprehensible. In the business world, previous low records were thrown into the discard. And the grain business, not to be outdone, passed one low record after another until we have become so thoroughly liquidated that it ceases to alarm us.

But with all this the Indiana Grain Dealers Ass'n has carried on remarkably well. Our membership has held its own. True, we have lost some members, but we have lost weak ones, and have replaced them with stronger ones. Our finances are in a healthy condition. You have doubtless observed dues for 1933 have been reduced approximately 15%. In budgeting the requirements for 1933 we reduced everything enough to more than offset this reduced rate.

You may wonder how the Association has not only held its own, but gained some during these trying times; there are several reasons. First, the Ass'n is economically correct, and serves a real purpose in the grain trade. Second, we have all had time to reflect upon our problems, had time to get acquainted with our neighboring grain dealers, and have found out that their problems are the same as ours and can only be corrected by closer cooperation. Third, the splendid support given by the officers and the membership, as you will see from the published Honor Roll of those who secured new members. Fourth, your Secretary Fred Sale

has given it every ounce of his energy, and all the benefit of his experience.

We have endeavored to hold more local meetings out over the State. This is rather an expensive procedure, takes a great deal of the time of the Secretary, and in many cases these meetings were very poorly attended. But we feel the contacts made at these local meetings are well worth all they cost in time and money.

Our Ass'n has worked in conjunction with the Shannon Congressional Committee to investigate and determine the effect of Governmental competition on private business. Your President and Secretary appeared before the Committee and along with many other lines of business proved just how this unfair competition was not only wrecking the grain industry, but strangling every industry. The Committee unanimously recommended to Congress the immediate repeal of the Agricultural Marketing Act. This, with the ever increasing demand from the public, has at last given Congress enough intestinal fortitude to vote its true convictions, and the Farm Board will soon go down in history as the most colossal failure of all times.

**Truck Competition:** Your Secretary, with his Legislative and Transportation Committees, in conjunction with the Railroads, are trying to work out a plan that will place the established grain dealer on a more equitable basis with the itinerant trucker.

**Corn Moths:** Due to two successive mild winters, the past Summer witnessed an infestation of the Corn Moth. In Southern Indiana thousands of bushels of ear corn in the cribs were rendered worthless. We secured the services of experts, held meetings in the infested area, educating the grain dealer and farmers how best to combat this destructive pest.

**Power Rates:** At our last meeting a Committee was appointed to secure more favorable power rates, and in some cases we are now enjoying a materially reduced rate. Possibly much more could have been accomplished had it not been for the untimely departure of the Insull Brothers.

**Mortgage Liens on Grain:** In our County alone over 400 Federal Seed Loan mortgages were recorded during the past year in addition to the private mortgages. Just why we grain dealers should be compelled to act as a collecting agency for some unscrupulous loan shark is beyond my power of comprehension. But as long as that remains the law all we can do is to take every possible precaution. Keep in close touch with the records of your County Recorder. Your Secretary has prepared a stamp with which to stamp your checks that affords some additional protection.

**Public Weighing:** Many grain dealers are still weighing at the old time small load rate of ten cents per load. With the enormous loads now being hauled by trucks you cannot afford to run the risk of having one of them ruin your weighing equipment for the small fee of ten cents. This brings up your liability in case one of these heavily loaded trucks should crash through your driveway. Everyone should take all possible precaution to protect his interests. Strengthen your driveway, have it examined and determine the maximum load it will carry safely. Then post notices in your driveway that loads of a greater weight must enter at their own risk.

**Legislation:** With our National Congress and our State Legislature both in session, all pending legislation must be closely scrutinized. Only by the closest co-operation can we safeguard our interests.

**Paternalism** is deeply entrenched. Bureaucracy fattens on paternalism. Figures show that at least one out of every ten persons gainfully employed in the United States is on the Government payroll. Civil Service employes alone constitute an army three times larger than our combined military forces. Taxpayers in 1931 poured out more than four billions of dollars for the rule of Federal Bureaucracy over the public and private lives of our people.

Government costs over thirteen billion dollars a year. That far exceeds the combined value of all our crops. This immense cost of paternalism, subsidies, regulation of business, guardianship of our morals and private lives, fairly stagger the mind. The persistent bureaucratic inroads into the normal functions of Government must be halted at once regardless of the cost. Gloomy as our outlook may appear there is comfort in the fact that at last the taxpaying voter is arousing from his lethargy like a mighty giant, and demanding that his God given rights be restored to him.

Whatever may be your private opinion of the cause of the depression, we must all agree that the Creator has bountifully provided us with the necessities of life. And that these depressions, this want and suffering are all man made problems, and as such must be solved by him. Let us trust that the year of 1933 will produce some one with vision clear

enough, and courage strong enough to lead us back to normalcy.

Permit me to express my sincere appreciation of the splendid support of all the officers and members. We extend to the boys here in Indianapolis our heartfelt thanks for their part in helping to make our stay profitable and pleasant. Let us see that this hospitality does not go unrewarded.

The question was raised as to how many the Domestic Allotment plan would put to work. President Barr said a thousand mathematicians would be necessary to figure it out.

SECY FRED K. SALE, Indianapolis, followed with his annual report, from which we take the following:

## Report of Secretary Sale

In submitting my fourth annual report as your Secretary, I do so with considerable satisfaction in the realization that our efforts throughout have met with a marked degree of success and today our organization is in splendid condition, financially and numerically. The showing for the year which I am able to present to you is largely due to the wonderful cooperation on the part of our membership during the last twelve months. The officers and committees have been active and have worked most harmoniously with my office. A great deal of the credit for our accomplishments and our strong position today is due to you members. We have had a wonderful president in Oscar L. Barr the past two years. He has given freely of his time and energy for the Ass'n welfare, and he certainly is entitled to the heartiest commendation and thanks of the entire membership.

**POWER RATES:** Immediately following our convention a year ago, President Barr appointed a Power Rate Committee composed of five members and charged them with investigating existing power rates in the state among the grain, feed and milling trade and recommended they take such action as deemed advisable to secure material reductions in rates. The committee went to work at once with a will and has been very active during the year. I have worked very closely with it and with the utility interests, who have been very considerate and quite willing to work with us. A few cases of gross injustices in excessive power rates were sent me for such help as I could give. In the majority of these cases, particularly where the evidence justified the complaint, I was able to bring about an adjustment with the power company serving such customers. In one case the rate of a member had for some unexplained reason been increased and it had gone along six or seven months until the member began to check up on his bills, following my suggestion. I checked up the rates for this town on file in the office of the Public Service Commission of Indiana, but found no authority for an increase in rate and demanded a refund by the Power Company, which refund was promptly paid. There is still plenty of work for a Power Rate Committee and I trust the incoming president will continue such a committee for 1933.

**ACTIVITIES.** In addition to the regular meeting of the Board of Managers, held immediately following the last convention, one other meeting was held on February 22nd. The Power Rate Committee and the Legislative Committee were called together at the same time and matters of business of each group were transacted. The board decided to dispense with the usual mid-summer meeting in favor of the annual meeting of the National Ass'n to be held at French Lick.

**TRUCKERS:** During March and April several meetings between grain shippers in southeastern Indiana, receivers in the Cincinnati market and representatives of railroads serving Cincinnati, were held in an endeavor to bring about some relief from truckers hauling grain direct from the farms to the Cincinnati market. While the truckers were not eliminated, relief was obtained by a differential in the price of grain paid in that market between truck load and carload deliveries. Many of our members in the western and northwestern part of the state are now experiencing devastating results in their grain business by trucks taking grain into the Chicago market in enormous quantities. Unfortunately, no means of relief in this situation has thus far been obtained even though meetings of grain shippers, receivers and railroad representatives have been held in an effort to work out a solution. The country grain dealers do not want to get into the trucking business, and certainly many are not in financial position to undertake such an investment, but unless present conditions soon change they may be forced to take such action. Obviously, this will eliminate the railroads handling grain and if trucking is once started by the grain dealers, the railroads will be many years recovering this business, if at all. A drastic reduction in grain freight rates generally throughout the country would go a long way toward eliminating grain trucking competition.



I attended the annual meeting of the Illinois Grain Dealers Ass'n at Danville, the meeting of the National Ass'n at French Lick, and the convention of the Ohio Grain Dealers in Columbus. President Barr and your Secretary appeared before the Shannon Investigating Committee at a hearing in South Bend and presented testimony showing the extent and effects of the Government's interference in the grain business.

Harold L. Gray, Chairman of the Transportation Committee, has handled his job for your interests in a most capable way the past year.

The state-wide scale inspection service instituted by this Ass'n with the cooperation of Fairbanks Morse & Co., has increased in popularity as is evidenced by the increase in the number of contracts for inspection service. This arrangement has proven a most valuable service to the country elevator trade and many have availed themselves of a reliable scale inspection service once or twice a year at a nominal charge.

**TWENTY GROUP MEETINGS** were held during the year with a total attendance of 534. Some trouble cases and local disturbances have naturally occurred during the past season. With conditions in the trade as they have been, with the inroads of truck competition, along with the small volume of grain moving thus far, and for many other reasons, it is a wonder that the situation has not been far worse.

I have sent out 19 bulletins with a total distribution of 8,025 copies. Frequently I have mailed sample copies to firms who are not members of the Association. It has been encouraging to have some of the recipients of these bulletins, voluntarily submit their applications for membership. They have requested the privilege of adding their support to the good work the Association has carried on. Non-members should realize that whatever benefits we are obtaining, should react in like proportion to their protection and interests.

**DEATHS:** In respect to the members taken from our ranks during 1932, may I here incorporate in our records their names and the dates of their deaths, namely: Charles A. Ashpaugh, Frankfort, Feb. 17; Conrad Eckert, Jasper, March 16; W. G. Parent, Union City, March 26; H. C. Scarce, Mooresville, May 28, and Charles F. Gery, Darlington, Dec. 4. In each case letters of condolence on behalf of the Ass'n were sent to the families of the deceased.

**MEMBERSHIP:** I wish to present now the names of those on our Honor Roll for 1932. These are the members who have really produced results this year by securing new members. It is a mark of distinction and an honor to have your name inscribed on the honor roll. Here is the group of boosters who have secured one or more new members since the last convention: F. S. Demoret, Bath, 3; O. P. Larrimore, Indianapolis, 3; Pres. O. L. Barr, Bicknell, 2; O. A. Dutches, Logansport, 2; E. K. Sowash, Crown Point, 2. The following have each obtained one new member: C. G. Egly, Ft. Wayne; W. R. Evans, Indianapolis; E. L. Floyd, Indianapolis; R. B. McConnel, Indianapolis, and your Secretary submitting 24, making a total of 40 new members obtained since the last convention.

The membership has held up remarkably well. On Dec. 31, 1932, our total membership was 330. During the past fiscal year we have dropped from our membership 22 for non-payment of dues, 9 out of business and 15 resignations. This makes a total of 46. Thus our net loss for the past year is only 6. I feel it is the duty of each member to do his share toward increasing our membership. Our request of each to try to secure just one new member during 1933, is a small request.

**FINANCES:** It is indeed pleasing to inform you that our financial condition is excellent. We have been able to operate efficiently this year and not only have operated within our income, but also are able to add a net profit of \$245.00 to our surplus account. The total amount of income from all sources during 1932 amounted to \$5,272.06. Our operating expenses during the same period totaled \$5,026.91. Thus our net income in excess of expenditures was \$245.05. On Dec. 31 there were only \$89.50 in delinquent dues outstanding. Of this amount I have received \$29.00 since January 1. The balance will be paid soon. Every effort has been made to economize our expense during the year, but not to the extent of impairing the efficiency of our operations.

**LEGISLATION:** Legislative matters in Indiana and Washington still continue to receive our vigilant attention. Support of our legislative committee on the part of the individual member is imperative. If necessity requires that we send you a special bulletin, or letter, urging your immediate action to certain pending bills affecting our interests, I ask that you give same your immediate attention. Keep in touch of new laws being proposed in our state legislature and keep in close touch with your Senators and Representatives upon bills that would be detrimental not only to our own interests, but to the grain producers as well.

**IN CONCLUSION,** I truly feel the conditions in the trade which we represent will be mate-

rially improved during 1933 over such as we have experienced the past year. Our business has been badly disrupted since the Government has invaded the grain and milling business and likewise into over 100 other lines of private endeavor. However, the grain trade has carried on persistently and will continue to do so in the future. Our business is an honorable one. The selfish and unworkable schemes of the political farmer agitators have about exhausted their panaceas for farm relief. In order to hold their lucrative jobs they are now willing to accept any new relief scheme that Congress will give them. In their own estimation the farmers have been "farmed" long enough and they are not now asking for any new experiments to be forced upon them. Possibly the greatest relief that can be extended the agricultural interests at this time is some relief from existing farm mortgage debts. Let us continue our unselfish interests in the grain producers. The farmer is rapidly coming to the realization that after all, his local country grain dealer and his miller, is an essential part of his local community and that they have proven the best friend he has had.

May the Ass'n continue its efforts in your behalf this year and it will continue to go forward if you will give us the splendid support and whole-hearted cooperation this year as you have so graciously given the Ass'n during the year just concluded. I urge you to take courage for the future. Play the game fair and square. Better times are ahead.

### TO TRUCK OR NOT TO TRUCK!

**PERCY GOODRICH,** Winchester, line elevator operator, delved into the transportation problems confronting all grainmen today.

Transportation is of vital importance to this industry. It's not the lack of transportation that bothers us, but the oversupply. The railroads have been tied up with the grain handling industry since away back, and it seems pitiful even to think that we're going to separate now.

But the railroads are largely responsible for the present situation. Cars used to hold 30,000 pounds of wheat, 26,000 of corn, and 21,000 of oats back in 1895. They had small locomotives, small trains, poor rails, etc., but they made money. Now we have difficulty in getting as small as a sixty car. car.

The railroads grew and grew. They put down better roadbeds (out of earnings), put in heavier rails, larger locomotives and cars, and faster trains. Everything today seems to be on a large and bulky scale. But I think that instead of being smart, the railroads have been asleep.

Mr. Goodrich recited an incident illustrating the indifference of the railroads as early as 1900 toward developing and keeping business. "The executives were always telling us that they couldn't make any money hauling this and that some place and consequently they let the business slip right through their fingers."

He quoted rail rates thirty years ago on various grains to important points. In nearly all instances the rates had gone up almost 100% or more.

The railroads are harassed at Washington. I feel we'd be better off without the Interstate Commerce Commission, and both the roads and grain men would be better off to be allowed to go out and get business on a competitive basis. [Applause.]

Coal used to be a sideline with us. In late years it's been our best business. Mr. Goodrich then gave rail rates for coal 20 years ago and today. "Rail rates now are almost prohibitive."

The coal industry is dying. We use 12 1/2% less coal than we did 25 years ago, altho electricity consumption increases right along.

A glass factory in Winchester formerly paid the railroads \$80,000 a year for hauling their raw materials and finished products. Now they use gas and several dozen men are without employment as a consequence. The railroads put their rates up so high the glass factory could not afford to continue using coal. They now burn gas and truck out 65% of their product.

Railway wages, increasing taxes, legislation such as the Adamson Law, etc., have boosted rates out of sight, and the railroads must take a turn about if they are going to survive. The Interstate Commerce Commission must be pushed aside so the railroads may be allowed to compete. Why, the I. C. C. won't even let the roads put their own ads on their own tariffs.

Trucks are here to stay! We use 20 and plan on using more. We must stay in business. Further than that, the politicians will not suppress the truck by legislation, for the industry is too large a vote factor. On top of that, the farmers won't haul their own stuff any more, and I don't know that I blame them.

At one of our elevators we were faced with the problem of furnishing truck delivery service or closing up. We hired a truck and at the end of the year found we paid out \$1,800. And so we bought a Ford truck. And we're going to buy another one. The farmer pays two-thirds the cost of trucking and considers it a privilege to be able to stay at home and let someone else do the work.

The answer to the problem from the railroad standpoint seems to be lower rates, smaller cars and trains, faster service, and elimination of Washington's red tape. The railroads must place themselves in a position to render overnight service like the trucks do, then they'll get the business.

Questioned as to the rate of depreciation on a Ford truck, Mr. Goodrich placed the figure at 10c a mile—depending upon the carefulness of the driver. "We'd like to have bigger trucks than we have now."

E. E. ELLIOTT, Muncie, insisted that the grainmen must fight the trucks hard and at once. "If we don't," he said, "we'll be out of business, for the truckers are going right to the farm and the more we encourage trucking the greater the volume of business lost. It is disconcerting to see one's grain business go past one's own door in somebody else's truck going northward and the same truck stealing one's feed business on the way back. And most of the tankage people in Chicago sell the truckers for less than they do the dealers in carloads, and they wash and clean out his truck and give him a fine luncheon besides."

**GEORGE E. BOOTH,** Chicago, President of the Grain & Feed Dealers National Ass'n, followed with a splendid address on "Responsibilities of the Grain Trade," which is quoted elsewhere in this number.

**EVERETTE McVICKER,** Van Buren, followed with the annual report of the Power Rate Com'te of which he is chairman. This body is really accomplishing things and today some Indiana power companies are even offering reduced rates voluntarily and cutting the standing or connected charges. His report is published elsewhere. Discussions on individual's rates followed.

**PRES. BARR:** The utilities say they can't lower their rates, that the Indiana Public Service Commission will not let them. My answer is, Get rid of the Commission.

**R. B. McCONNEL,** Indianapolis, Treasurer, gave the report of his office, showing receipts of \$7,391.82 and a balance of \$4,220.87. The report was referred to the auditing com'te, and the officers complimented on their splendid showing.

**PRES. BARR** called attention to the reduction in membership dues. "We reduced them as much as possible and knew you'd appreciate this effort."

**COM'ITES** then appointed by Pres. Barr included:

**RESOLUTIONS:** Charles S. Clark, Chicago, chairman; Walter M. Moore, Covington; J. L. Davis, Seymour; W. A. Dorgan, Indianapolis; and T. C. Crabbs, Crawfordsville.

**NOMINATING:** E. K. Sowash, Crown Point, chairman; C. M. Urschell, Tippecanoe; E. M. Haines, Portland; Arthur Gray, Kirkpatrick; and Raymond Shine, New Albany.

**AUDITING:** E. K. Shepperd, Indianapolis; and E. E. Elliott, Muncie.

### Thursday Evening's Banquet

An appetizing five-course dollar turkey banquet drew a capacity crowd. As a matter of fact nearly thirty late arrivals were turned away because of lack of accommodations. Some 225 got in under the line.

An eight-piece girls orchestra entertained with songs, solos, xylophone and saxophone solos, music for community singing and for dancing. The national anthem, "How Dry I Am," was the most popular. Guy Davis of Lebanon, Louie Schuster of Toledo, O., and Carl Menzie of Indianapolis, also led songs and sang solos.

**PRES. BARR** introduced the notables at the speakers table before the tables were removed and the dancing and bridge playing commenced. Dancing girls and other floor show features were sandwiched in with the dancing. The dance being in the Board of Trade building made everyone feel quite at home, and it didn't seem to be drudgery at all for the Indianapolis grainmen to keep their offices open for pleasant night duty.



## Friday Morning Session

Community singing, led by Guy Davis, opened the second business session Friday morning, again held in the Board of Trade Library. Pres. Barr presiding.

### LEGISLATION & TAXATION.

J. L. DAVIS, Seymour, opened the program with a presentation of the report of the Legislative Com'te. "Legislative problems are synonymous with taxation problems," he commenced. "You and I work one day free in every six in order to pay our taxes. Taxes have increased 325%. Think that over. As government is run today it costs 13 billion dollars. (Most of this goes to the cities and counties.) That's more than all the money in circulation. If we are to go on with our businesses then governmental expenditures must be cut. From 1919 to 1930 the value of taxable property increased 10%, but taxes jumped 325% or at the rate of a half million a year. And worst of all bureaucracy is increasing.

Tax delinquency is increasing from 10 to 12% and this figure is growing. At the present rate the government will soon own all farm lands.

Correcting this situation should start at home, right at the bottom, by your familiarizing your acquaintances with the situation. Organized minorities are getting favorable legislation, now it's time for the taxpayers to wield their influence. This continual creation of more jobs must stop!

The Farm Bureau set forth as its objective five new taxes with no reference to cutting down extravagance, exploitation, and duplication we find throughout all governing bodies.

The American Farm Bureau Federation prides itself on legislation it has had passed at Washington. They are to be congratulated if this legislation is for the good of all, but unfortunately such is not the case. Their legislation is Utopian and is based on fallacies and misrepresentations. They say they have 300,000 members, which may or may not be the case, but even if they have why should they try to speak for 20 million farm families?

**Domestic Allotment:** The Domestic Allotment bill appropriates all the money necessary

to carry out the act. That leaves the door wide open for the spending of every red cent the United States Treasury has or can get hold of.

Our politicians went into office this time pledged to a platform of economy and the trimming of all wasteful extravagances. Note the new revenue bills introduced into the new state legislature. They introduce an income tax bill with the pretense of shifting the burden away from real estate, but they never yet have eased the burden on real estate.

My thought along this line is to repeal all our mandatory laws that tell us who we must hire and how much we shall pay them, etc.

In Indiana some 27 counties had less population in 1930 than in 1900, although the total population has increased 50% since 1890. Yet the number of payrollers hasn't decreased. The consolidation of counties is also invariably defeated by the politicians, just as is every move to decrease their number.

If we feel cramped now, we'd better act and do something when we get back home or else we'll feel worse. So I urge all of you to dig earnestly into your local and county political machines and organize against them.

**SEC'Y SALE** at this point announced that the annual meeting of the American Millers Ass'n and the Community Millers Ass'n was then in session in the city, and had extended an invitation to those interested in their program.

**PHIL E. HANNA**, Chicago, Editor of the Journal of Commerce, ably pointed out what he preferred to label the "molehills" that are responsible for present governmental extravagances.

Al Capone's political power was obtained through the ward committeemen who in turn select the judges. Fortunately, this situation is a case of where understanding has just started to percolate.

Likewise in the federal government, ten per cent of the citizens can control. Thus the politicians through the direct primary keep the same crowd in office term after term.

Organized minorities run things, like it or not. The organized labor trust is just as inimical today as was the capitalistic trust that Teddy Roosevelt tried to break up. Railway labor got 42% of the railroad's income in 1931. Last year they took 50% in wages. Their greed acts just the same as a tariff, and a prohibitive one at that.

The government is taking our money and pouring it into the railroads at the wrong end to keep them up. High wages make this necessary. And it's a legalized racket! If freight rates came down business would move again.

**DEBTS** are the second item standing in the way of business recovery. But debts have a way of becoming adjusted. How well I remember as a North Dakota banker how every farmer with a good crop couldn't be stopped from buying adjoining sections of land. Most bankers helped them and have since lost their banks. Yet no Congressman is proposing the passage of an allotment plan to help the bankers to help the farmers to buy more land.

Washington has an idea that federal credit is unlimited. The contrary is the case because of the fictitious market value on bonds established by the demand from banks wanting federal securities that supposedly won't fluctuate. But the value of federal securities today is just as fictitious as U. S. Steel was at \$200 in 1929, and nearly as dangerous. Above all, the market price of federal securities is certainly not a true reflection of our national credit.

The Curve of National Income is gradually coming down, sharply of late. Yet the curve of national expenditures is continually going up. When they meet we're bankrupt!

Thirty per cent of all banks' credit is now in federal bonds. Who will buy when the banks want to sell and use their money to help business? The government didn't get the income from increased taxes the lawmakers thought they would last summer.

That the Government is hard up is a blessing in disguise!

The Allotment Plan. What a raid on the U. S. Treasury this would be—another example of Legalized Racketeering.

The Veterans' Bureau and their billion dollar appropriation was another example cited. Why one-sixty-fifth of the total population formed an organized minority and now \$300,000,000 is going to men who never saw service in the war, comprising 40% of the total number enlisted.

"How to Gamble in Hogs," is the title of a recent bulletin of one of the departments. That's where your taxes go. Then they spend \$100,000 for an investigation of the stock market because they've heard there was gambling there.

**THE COUNTY AGENT** and his deliberate misuse of his franking privilege was scored. Postage-free announcements of picnics, etc., were displayed. Yet you know the size of our

annual postal deficit. This is a misappropriation of funds. It's wrong. It's a Legalized Racket! Some folks claim that I'm just digging up the molehills, but I've run into \$500,000,000 of them.

**THE PARCEL POST** shows a deficit of \$20,000,000, yet the P. O. is still paying 25¢ a mile for mail, and 50¢ for R. F. D., just the same as in the old horse and buggy days. It's an Organized Racket. At a hearing on postal rates it developed that rates would have to be advanced if the Post Office were to come out even. But since this would drive the business back to the express companies and since they could render this service more efficiently, they decided not to raise the rates, but to keep losing hundreds of millions of dollars annually. Why even the Oak Park Post Office (suburb of Chicago) handles half as much franked mail as they do revenue mail. This is about the same proportion received in farming communities.

Some states take more out of the federal treasury than they put in, and that is why Congressmen from certain states advocate pending legislation which favors their constituents at the expense of the more densely populated districts. Texas gets \$7 of road money for every 50¢ that Pennsylvania receives.

Senators were originally supposed to be Ambassadors from their states. It was never thought they'd take initiatory powers. Yet 31% of the population living west of the Mississippi River has 46% of the votes in Congress. And the federal income tax, which was a war measure, knocked the props right out from the Constitutional provisions of equality of states. Consequently it is now possible for such present-day inequalities.

**THE BUREAUCRAT'S** legalized racket: All this has developed into the unwillingness of banks to lend money, for they have no confidence in the ability of business to prosper under these conditions and so fear they will not get their money back. Taxes take such a large percentage of the profits that business men won't take risks as formerly to make more profit. And as one cannot deduct losses from other income it's a matter of heads Uncle Sam wins and tails you lose. This clause must be repealed.

The Government in trying to help farmers of Minnesota to get a better price for their butter is hurting the farmers of Pennsylvania. It's invariably the case when the government tries to do such things.

Boulder Dam will add 7,000,000 bus. of potatoes to the already growing surplus. They'll be able to produce potatoes there so cheaply that all other potato raisers will be forced out of business. Where the government has tried to help any class there is always an unfavorable reaction. And the only ones who profit are the government employees, including the county agent who drives business to the co-ops.

Business would reopen tomorrow if taxes were reduced, but as it is taxation stifles all business efforts. This cannot be accomplished, however, until organized minorities, debts, and taxes, are brought to a minimum. Our legalized rackets can and do prevent such needed adjustments right now. Until we change business will not go ahead. [Applause.]

### INTERNATIONAL CORN KING

**CHESTER E. TROYER**, Lafontaine, International Corn King, told how it felt to hold that title, amid a shower of good jokes.

I have no quarrel with grainmen for their preference of corn types they like to buy. Our Corn Shows were established to help standardize that type of corn that the greatest number preferred. The farmers formerly raised all types and kinds.

Mr. Troyer outlined points considered important in former corn shows compared with those placed first today. "Grainmen still don't like large show corn, for it dries slowly and grades down. The smaller, earlier, hybrid ear is now considered the most desirable. This has been the trend the past 15 years.

Corn Show Prizes today are based on that yielding best and of highest quality. It is well to tell your patrons that it is foolish to plant good seed on poor, wornout soil. It is likewise foolish to buy good seed 100 miles south, for even this difference in weather makes a difference in the growth and yield and quality of the corn.

Even with good seed the crop can be no better than the amount of available plant food. Prize winning steers are fed everything they need all their lives. It's the same with prize winning corn. Remember, too, that good corn comes from well drained soil. Corn needs nitrogen, potash, and phosphoric acid, which soil



W. D. Springer, of Kennard, Pres. Elect Indiana Grain Dealers' Ass'n.



elements are made available by the use of fertilizer. I use red clover as well for this purpose in a rotation of corn, sweet clover and corn.

I sow clover ahead of the cultivator, about one bushel to 6 acres. I use Reeds Yellow Dent, plant two to one hill and 3 to the next, hills 40 inches apart, and get a yield of 90 to 100 bus. to the acre.

#### TRANSPORTATION REPORT.

HAROLD L. GRAY, Crawfordsville, Chairman of the Transportation Com'te of this and the "National" Ass'n, presented his report,

### Report of the Transportation Committee

Another year has passed into history and again we consider the passing with the hope that our country will never have to go through another like it.

Markets, legislation, industry of every line of endeavor, have been in turmoil. Nevertheless, a large part of the people are beginning to realize that the worst is over and better times are ahead.

In all the confusion, our transportation system did not escape. It was slow in coming into the limelight but its problems are among the most weighty. Rates, leases, services, transit, wages and many other problems which confront the railroads today directly and indirectly are a part of our own troubles, making it necessary that we keep our eyes open.

We were sadly disappointed in the failure of the railroads to accept the suggestions of the trade on some propositions that would help them as well as ourselves and the country as a whole. Among these was the rejection of the 50% reduction in the export rate on corn. Our Association, as well as others, lined up solidly with George Booth, President of the National Ass'n in the effort to obtain this reduction. Mr. D. J. Schuh of Cincinnati, Our Secretary Fred Sale, and several others are to be particularly mentioned in their efforts. We regret that the railroads were unable to concur. No doubt but millions of bushels of corn would have moved out for export, thus benefiting the farmer, and thru him, many other lines of trade. All-rail rates are prohibitive and we must now sit by and let South Africa move its surplus into Canada, and other corn exporting countries fill up Europe, while our corn rots on the ground.

Another proposition is the \$5.00 bulkhead charge being made against shippers for placing bulkhead in a car. We are still working on this.

Car loadings for the U. S. were 2,486,832 for December or about 290,000 less than for Dec. 1931, and about one-fourth of the number for 1929. For 1932 the total was 28,698,153 or nine million less than last year and about one-half of 1929.

The Emergency Rates charging 1-2c per 100 lbs., which was allowed by the I. C. C. to carriers, was to expire Mar. 31, 1933, will probably be continued, according to the hearing held Dec. 28th at Washington.

We desire to go on record advocating a 1/2c break at rate points instead of 1 to 3c, which is now causing considerable trouble in many localities.

Efforts are being made to have demurrage charges reduced to their former basis, which was \$2.00 per day straight after two days of free time. The charges now are unreasonable.

We are certain that if our 50% reduction in export rate, as well as some of the other proposals mentioned, had been allowed, there would have been material increase in business for the railroads, as well as for the public. The shippers, however, have been granted several concessions from the I. C. C. and the railroads, which are beneficial and helpful.

Sup. No. 13, Tariff No. 245 E permits the application of Grain Rates on Soy Beans for export. A hearing was held at Chicago this week to permit Soy Beans in the grain list, with the usual minimum weight now applying on Wheat.

The rapid movement of cars to market is still causing much concern to shippers on account of the slow mail and delay in bank drafts. This has caused a considerable amount of demurrage to be paid. Shippers should instruct their banks to send drafts direct whenever possible.

May we again suggest to the shippers, the feasibility of properly blending the grain loaded into cars, and leveling the tops to within "two feet of the roof," will get a better grade and many controversies will be avoided.

Our Transportation System is large and unwieldy. Many of the ways and means now used are antique. New ways of Transportation have sprung up that are almost unbelievable. A new era is here. New laws, rules, and regulations are necessary and it seems these cannot be put into effect quickly enough. Competition has become keen and something must be done now in order that all may have a square deal.

Airships, busses, trucks, boats, and other methods, which carry freight, passengers and mail, are coming into actual use, and it is placing the whole system of transportation in a peculiar relative position. We cannot deny the advantages of these new services, their convenience is unquestionable. The demand comes from every direction. Heavy investments are being made to furnish these attractive services, and the solution of rates and regulation increases into greater difficulty the longer it is delayed.

The most serious proposition today from the grain and feed dealers' point of view is the truck situation. Our railroad officials have considered this phase too lightly and while we know they are under the strictest regulation of the I. C. C., yet their officials have given little concern to the majority of the arguments presented.

Last November we asked for information from shippers concerning the trucking situation in their territory. Several letters came in and each gave plenty of evidence that trucks are keeping some elevators practically cleaned of all grain.

Trucks from other states are coming into the heart of our corn belt, hauling for prices unthinkable, and in many cases at rates approximating return expense only. Large trucking companies belonging to other states have their own oil stations. Each truck is equipped with fuel and oil tanks which allows it to go to destination and return without paying for the use of our highways and without any regulation whatsoever. Hauling distances up to 800 miles is not uncommon. Loads with 28,000 lbs. of grain and about 40,000 lbs. with trailer, which with tare added, makes a total weight of around 40 to 52,000 lbs. Is it possible for our roads to hold up under this strain? It is reported that one truck owner pays a license for a 1 1/2 ton truck and a 2 ton trailer and hauls 18-19 tons. Distance and capacity are unlimited; the situation is at an alarming stage; and it is time for Grain Dealers to act and the railroads to take serious notice. Our Legislators must give due consideration to fixed investments and overhead, present facilities of distribution, and the general good of all the people or our transportation system will become completely demoralized.

Unregulated competition with regulated forms of comparable competition, is unfair, and contrary both to the public interest and inequitable to shippers.

WM. BABCOCK, Rensselaer, reporting on trucking bills in the Legislature, cited the taxes paid by the railroads in connection with four bills up for passage introduced by the trucking interests which had the approval of the railroads. One measure calls for a new tax of \$1.50 per cwt. on trucks in addition to all other taxes they now pay, however there is an exemption where one owns their own truck and hauls their own commodities. Mr. Babcock also pointed out other requirements and regulations overhanging truck operation contained in pending measures. "These bills," he said, "are based on the Texas Trucking Laws, which have been held constitutional by the U. S. Supreme Court." See page 42 of the Journal for Jan'y 11.

This trucking situation is most serious and threatens the entire grain trade structure. We figure that about 100,000 bus. of grain has been hauled away right under our noses on Chicago bound trucks.

### Friday Afternoon Session

PRES. BARR called the third session to order and re-opened the discussion of "Trucking."

SECY SALE read a letter showing that truckers shell and haul farmers' grain and pay as much as the elevator can. "The low handling margin can't be cut any more and still expect the elevator operators to stay in business. And the trucks will drive the railroads into governmental ownership and the deficit in the tax will have to be made up by the citizens. Then the grain shipper will be out of business."

L. T. BANTA, Traffic Manager of the Indianapolis Board of Trade, said the trucking of grain to Chicago means more than just that, and cited the installation of a truck dump by a Chicago lake-front elevator for receiving grain thus trucked. It means lake movement eastward, and that's what the railroads are afraid of. It costs \$12 to \$20 to deliver a car of grain at lake elevators. And the railroads feel it is easier to get anti-truck legislation than to get their own rates down. The rate breaking

points are responsible for hauling grain out of line by truckers. Farmers trucks hauling their own grain do as much damage to the highways as anyone else's trucks, and so it is wrong to exempt them from at least a reasonable tax. As recently cited by law, the use of the highways is not a vested right, it is a privilege, its use of public property and should be paid for by the one enjoying its use.

ED. SHEPPERD, Indianapolis, Chairman of the Auditing Com'te, reported the books to be correct and in fine condition.

#### TAXES AND BUSINESS.

J. E. FREDRICK, Kokomo, President, Indiana State Chamber of Commerce, spoke on "Taxes and Business," showing that the American Republic is the greatest governmental experiment in history. "We've been so engrossed in our own business that we've ignored our government. But we've finally discovered that we can't afford to delegate our problems to anyone else. But our citizenry is disorganized, our politicians are in control.

Did you ever notice that the night before candidates for public office are nominated all the problems of the state are considered in just a few hours? Out of this conference comes a party platform. But it's designed only for one purpose—votes.

Indiana's income is down 40%, but our governmental expenditure is nearly the same as in '28 and '29. The Government is the most sacred possession we have next to our own home and family. But our government is not only taking our profit and our interest on our principal, it is taking the principal away from its citizenry today as well. This must stop and we must all join hands to see that it does stop.

#### PUBLIC WEIGHING CHARGES

C. R. JACKSON, Seymour, followed with an illuminating discourse on "Charges for Public Weighing over Elevator Scales."

The Trucking situation brought about a new weighing situation. His splendid address on the subject is featured elsewhere in this number. Mr. Jackson secured the co-operation of all other scale owners in putting across his program of fairer increased weighing charges.

#### ELECTION OF OFFICERS

E. K. SOWASH, Crown Point, Chairman of the Nominating Com'te, presented the following nominees, all being approved by the convention: W. D. "Bert" Springer, Kennard, pres.; T. C. Crabbs, Crawfordsville, V. P.; and the following Directors: O. L. Barr, Bicknell; E. E. Elliott, Muncie; C. R. Jackson, Seymour; and F. S. Demoret, Bath.

Amid applause the new president acknowledged the honor with thanks, and called attention to the fact that the farmers problems are fundamental and not just marketing problems. I'm aware of the problems that confront all of us, and promise to expend all of my energies to the best interests of the industry.

CHARLES S. CLARK, Chicago, Chairman of the Resolutions Com'te, presented the following resolutions, which were adopted.

### Resolutions Adopted

#### Reduced Taxes and Relief from Government Competition.

WHEREAS, all citizens engaged in farming, manufacturing and merchandising are suffering from excessive taxation and unreasonable regulation, and many are suffering from Government competition, be it

RESOLVED by the Indiana Grain Dealers Ass'n in convention assembled at Indianapolis, this 20th day of January, 1933, that we appeal to every representative of Indiana in Congress to use his best endeavor to relieve business of these most discouraging factors, to the end that the enterprising merchants of the U. S. A. may take heart again and promote their business in a manner which will give additional employment to thousands of idle workers now living on charity, and thereby provide a stronger market for all farm products.

We would especially urge our representatives to abolish the Federal Farm Board, the Federal Trade Commission, the Shipping Board, the Grain Futures Administration, the Government Barge Service, the so-called Market News Service and to reduce the activities of many other



boards, bureaus and commissions now interfering with, handicapping and discouraging business so that the budget may be balanced without increasing taxes, and we insist that the Government shall retire completely from all lines of business wherein it competes with private enterprise.

#### Taxes and Regulations for Trucks.

WHEREAS, thousands of trucks without facilities for weighing or grading are now taking grain direct from farms to distant terminal markets over roadways built and maintained by Indiana tax payers without contributing to the upkeep of the highways or observing state regulations, and

WHEREAS, they divert much grain from the country elevators and railroads, both of whom were taxed heavily to build the roadways, be it

RESOLVED, that we endorse House Bills No. 125, 110, 127 and 157, now pending in the Indiana Legislature and; be it further

RESOLVED, that we use our best endeavor to establish taxes that shall insure all trucks and buses contributing their fair share of the cost of these roadways; and be it further

RESOLVED, that regulations similar to rules and laws now controlling the railroads shall be made applicable to the trucks and buses.

#### Rentals for Elevator Sites.

WHEREAS, the real estate agents of some railroads leasing sites for bulk grain depots on railroad's right of way are attempting to extort unreasonable rentals from operators of grain elevators producing a large volume of freight, be it

RESOLVED, that we recommend to our members that they refuse to pay a yearly rental in excess of six percent on a fair valuation of the land occupied.

#### Protest Duplication of Grain Grading Authority.

WHEREAS much confusion and some unfair grading has resulted from grading grain into store by inspectors employed by warehousemen licensed under the Federal Warehouse Act, be it

RESOLVED, by the Indiana Grain Dealers Ass'n in convention assembled at Indianapolis this 20th day of January, 1933, that we protest against this misleading duplication of the grain grading now supervised by the U. S. Dept. of Agriculture under the Grain Grading Act and urge the repeal of the Warehousing Act and the discontinuance of licensing of employees of any grain buyer or warehouseman to grade grain into or out of his or its storage bins.

#### Amendment of Lien Laws.

WHEREAS, the advent of trucks has greatly extended the market for grain and encouraged the selling of grain covered by liens to elevator operators at distant points, be it

RESOLVED, that we recommend the amendment of the state lien laws so as to require holders of liens on grain to notify regular buyers of grain in the open market of their liens.

#### Strengthen "the \$1.50 Law."

RESOLVED, that this Association looks upon the enactment of the so-called "\$1.50 law" as a distinctly forward step in true economy of governmental operation, and

That this Association would strongly favor action by the state legislature that would strengthen this \$1.50 law, and

That copies of this resolution be sent to the Governor of Indiana, to the Speaker of the House and to the Lieutenant Governor, acting in his capacity as president of the Senate.

#### Reduced Freight Differentials on Grain.

WHEREAS, the present freight rate differentials on grain result in inequalities in buying prices at competitive country points which in many instances are not only annoying and confusing, but result in undue commercial advantages to some country elevator operators, therefore, be it

RESOLVED, that we recommend to the Traffic Department of the Grain & Feed Dealers National Ass'n that it diligently endeavor to secure a change and increase in the number of rate zones to a system that will require no break in grain rates that will amount to more than one cent per hundred. And further, be it

RESOLVED, that the Secretary of the Indiana Grain Dealers Ass'n be directed to convey this recommendation to the proper officials of the National Ass'n and that the members use their influence in co-operation to secure this desired reform, and be it further

RESOLVED, that we instruct our Secretary to appeal to the Interstate Commerce Commission and to the Freight Traffic Officials of all railroads crossing Indiana to reduce this differential between stations on their lines.

#### Home Rule for Local Governments.

RESOLVED, that the Indiana Grain Dealers Ass'n considers that local units should have more HOME RULE, and should have more voice in the determination of the expenditures that should be made in local government:

That to such end, this Association strongly favors Senate Bill 328 introduced in the special session of the legislature in 1932, and which

bill provides for blanket repeal of all mandatory salary, levy and service laws, and gives full authority over salaries, levies and services in local units of government to the local governing bodies, subject to reasonable supervision always, and

That this Association petition the members of the State Senate and House to support a similar measure so drawn as to overcome the constitutional or legal objections to the above mentioned bill, and/or to support measures repealing specific mandatory salary, levy, and service laws, which would leave the authority over such specific salaries, levies and services in local units of government to the local governing bodies, always subject to reasonable supervision, and

That copies of this resolution should be furnished to the Governor of Indiana, to the Speaker of the House, and to the Lieutenant Governor, acting in his capacity as president of the Senate.

#### Reduce Expenditures of State Government.

BE IT RESOLVED that the Indiana Grain Dealers Ass'n congratulate Governor McNutt and the members of the legislature now in session for their public pronouncements in favor of reducing public expenditures in state administration and this Association expresses a sincere confidence in these officials and looks forward to their effective action in reducing public expenditures to a basis comparable to income from private business and from agriculture and.

That the Indiana Grain Dealers Ass'n offers its cooperation to these state officials seeking economy in governmental operations and pledges, when such economies have been accomplished, its cooperation in the consideration of new sources of revenues if such are necessary, and

That copies of this resolution be sent to the Governor of Indiana, to the Speaker of the House and to the Lieutenant Governor, acting in his capacity as president of the Senate.

BE IT RESOLVED, that to obtain the results desired in economy of Government and in elimination of extravagant governmental expenditures and in reducing the burden of the tax payers, the Secretary is hereby instructed to cooperate with other organizations seeking the same objectives and any expenditures in this connection to be approved by the Board of Directors.

#### Thanks.

WHEREAS, we have been favored beyond measure by speakers of wide experience who have delivered enlightening addresses on important subjects, be it

RESOLVED, that we thank them most graciously for their splendid contributions to our program, and be it also

RESOLVED, that we thank the Indianapolis Board of Trade for generously granting us the use of its library for our meetings, the Indianapolis Grain Receivers for their delightful entertainment and the Grain Dealers National Mutual Fire Insurance Co. for the identification badges and for registering our members and guests.

#### DOMESTIC ALLOTMENT PLAN.

FRANK HUTCHINSON, Lawrenceburg, Ind., Pres. Millers National Federation, delved into the problems presenting themselves to millers in connection with the proposed Domestic Allotment Plan.

"Millers are divided on whether we should attack the measure bitterly or let it alone, however, our association is opposing the plan. The millers, you know, are to collect the additional tariff to be levied against all domestically consumed flour. My feeling is that we won't be able to charge more than we can collect.

The Plan is just as unsound in principle as many others being proposed. Only this Plan opens the door to the Treasury and gives those who execute the measures access to all the available wealth there is. The fundamental premise upon which it is based is that the farmer isn't getting the benefit of the tariff, but of course we know that he is in nearly all instances.

The Domestic Allotment Plan is more of a fair-price adjustment plan than anything else. The Miller pays the government 42c per bushel, which money is put in a separate fund by the government and then paid back to farmers on a per bushel basis on the percentage of wheat consumed domestically.

The Secretary of Agriculture is to estimate wheat production two weeks before July 1, which is a very simple task. [Laughter.] Then he's to estimate the consumption. The balance will be the exportable surplus. After signing

up and reducing his acreage 20%, as stipulated in the bill, the farmer then estimates his production and gets a bonus on a percentage of his crop equivalent to the percentage of the wheat crop consumed domestically.

To our way of thinking this will increase the demand for fertilizer for the farmer can reduce his acreage 20% and still produce as much as ever. And think of the enormous job of checking the 1,200,000 producers who raise wheat. It would take an army. And hogs are raised in every state in the Union and in the District of Columbia. [Loud laughter.]

Bootlegging of flour looms as a pitfall that will defeat the purposes of this measure. The U. S. D. A. would even have a hard time checking the 3,000 flour mills and grist mills in the country every day, let alone the flour bootleggers. They were unable to check the mills during the war and they can't now. The bill provides that farmers are exempt from the tax if he grinds wheat himself for his own family only. But think how the proposed \$3 a barrel tax will stimulate home grinding.

The effects of this price fixing measure will be the same as all other such measures. And substitution will set in and consumption will be reduced 15 to 20% unless the substitutes are raised in price. But substitutes will not advance parallelly in price and the same thing will happen that did when the postage rates went up, viz., business fell off. It is estimated that \$1,250,000,000 would be collected from 95% to pay 5% of the population raising wheat, and the tax would amount to \$10 per person. And since the average wage of every person in the U. S. is \$714 per year, then one-half of this amount will go to the government in taxes.

What effect will this bill have on wheat prices? If this plan becomes a law and the price is set at 75c then there will be no incentive for farmers to hold their wheat and they will dump it all on the market at one time. The strain will be too great so wheat prices will go down to a point where it will be possible to export in large quantities, down, down, down, 7 to 9c below present levels, because the wheat market is a world affair. And the bonus the farmer receives will be nullified. There is a special tax on flours from mixed grains. But if this bill passes there will be all kinds of substitution."

H. R. KRAYBILL, State Chemist, located at Purdue University where he can test the analysis of feeds, was introduced. He thanked the members for their splendid co-operation.

#### LIABILITY ON SEED LOANS

PRES. BARR: The liability of grain buyers and of landlords was next delved into in connection with government seed loans. A landlord's share of the crop stands good for government loans if tenant's share is insufficient. And if the landlord has already sold his grain then the liability passes right on down the line. The liability stops only when the loan is paid and not until then. The problem presents many angles. So watch your step!

The gavel was then turned over to the incoming president, and the meeting adjourned, *sine die*.

#### Indianapolis Convention Notes

A large attendance, an interesting program and a splendid meeting.

The dealers proved their deep interest in the many important subjects discussed by remaining in the convention hall throughout each session.

Altho some dealers in attendance failed to register, 204 got their names on the attendance list of one of the best meetings ever held by the Ass'n.

FEED TRADE representatives included: E. E. Clore, Greenwood, Ind.; W. B. Foresman, Cincinnati, O.; H. R. Kraybill, La Fayette; C. F. Marsh and E. S. Moore, Vineland, N. J., and Jesse Young, La Fayette.



MR. TROYER'S PRIZE WINNING CORN was on display during the noon hour, and much interest was shown.

Identification badges were supplied by the Grain Dealers Nat'l Mutual Fire Ins. Co., and the registration was conducted by R. D. MacDaniel and A. E. Leif of the Insurance Co.

SEEDSMEN PRESENT included: T. C. Crabbs and Harold L. Gray, Crabbs-Reynolds-Taylor Co., Crawfordsville; J. C. Cruise, Chicago; A. H. Flanagan and H. R. Moon, Crawfordsville, and E. L. Car-A-Minute Floyd, Indianapolis.

ALL INDIANAPOLIS grainmen held Open House during the convention, with plenty of smokes and pencils, a lot of welcoming handshakes and pleasant greetings. They always make their guests feel at home in the Hoosier capital.

CHICAGO sent George E. Booth and Bill Tucker, Lamson Bros. & Co.; George G. Good, James E. Bennett & Co.; Glen Steinhart, Lowell Hoyt & Co.; P. H. King, Rosenbaum Grain Corp.; T. E. Samuel, E. W. Bailey & Co.; and Kenneth Templeton.

INSURANCE men present were: O. M. Earl, A. E. Lief, C. R. McCotter, R. D. MacDaniel and Sec'y J. J. Fitzgerald all of the Grain Dealers Fire Insurance Co., and H. H. Hawlick and Jas. Schoonover of the Millers National Fire Insurance Co.

SUPPLYMEN PRESENT were G. F. Alberson and G. E. Anda, Indianapolis; S. J. Brown, Valparaiso; W. D. Clark, Fairbanks-Morse Co., Chicago; E. D. Gaberry, Cincinnati; Floyd S. Modjeska, Toledo; M. D. Mullane, and H. L. Silver, Indianapolis.

"LARRY" LARIMORE and ED SHEPERD staked their reputations on the quality, sweetness, flavor and protein of two large boxes of apples they had conveniently displayed in their office to tempt their many visitors. Larry passed pencils around, too. Pencils were also distributed by Hart Bros. Grain Co.

RECEIVERS PRESENT included Geo. B. Wood, Wood Grain Corp., and J. E. Heffner, Buffalo, N. Y.; J. E. Hendrickson, Cincinnati, O.; E. H. Schaefer, Columbus, O.; Harold Anderson, C. R. Keilholtz, J. P. Lackey, and L. J. Schuster, Toledo; Chris G. Egly, Ft. Wayne, Ind.; F. A. Derby, Topeka, Kan.; Clark Yager and W. M. Wallace, Louisville, Ky.

Dealers from Indiana country points were Chas. S. Anderson, Stockwell; W. H. Armitage, Goodland; Walter Atkinson, Morocco; K. R. Applegate, Cicero; E. B. Adamson, Hagerstown; G. L. Arnold, Bluffton; W. W. Ashby, Ladoga; Bert Atchison, Stewart; Newt Busenbark, Crawfordsville; J. J. Batchelor, Sharpsville; J. J. Borders, Boswell; Avon Burk, Decatur; R. A. Burris, Mulberry; D. L. Brookie, Monon; Lee Carl, Remington; E. E. Chase, Galveston; E. E. Clark, Lebanon; R. D. Clapp, Raber (Columbia City p. o.); John Colburn, Morocco; L. C. Compton, Boggs town; S. C. Corkins, New Palestine; Clarence Couch, West Salem; John Cruea, Crawfordsville; Russell M. Davis, Tipton; Earl A. Davis, Michigantown; J. L. Davis, Seymour; L. H. Dillman, Hemlock; J. S. Demoret and D. M. Dubois, Bath; Frank Dowling, Frankton; E. E. Elliott, Muncie; Lee Evans, Remington; John Floyd, Peru; E. P. Finch, Hillsboro; W. G. Fry, Schneider; H. E. Garrison, Earl Park; Art Gray, Kirkpatrick; Chas. Gray, Shirley; D. L. Babegger, Berne; E. R. Garver, Boggs town; Miles Gooding, Frankton; P. E. Goodrich, Winchester; E. M. Haines, Portland; W. C. Halstead, Brookston; Jas. M. Hanna, Knightstown; W. H. Haug, Winchester; C. A. Hedworth, Remington; Chas. Hankins, Markleville; John M. Holder, Clifford; L. H. Hoover, Honey Creek; K. C. Hightshue, New Augusta; Lowell Hutchinson, Arlington; C. R. Jackson, Seymour; Don B. Jenkins and C. B. Jenkins, Noblesville; John D. Kiefer, Elwood; L. E. Lake, Colfax; J. S. Lakey, New Lisbon; Etna Lefforge, Amo; A. A. Lane, Odon; John E. Lynch, Darlington; Wm. N. Loughry, Monticello; Harold R. Lash, Farmersburg; G. C. McBane, Fortville; A. B. Martin, Sweeters; C. T. Martin, Wolcott; Fred Miller, College Corner (College Corner, Ohio, p. o.); Ed Montgomery, Hemlock; Howard Mutz, Edinburg; Thos. A. McCoy, Liberty; Baxter McBane, Fortville; E. E. McVicker, Van Buren; J. C. F. Martin, La Fontaine; L. L. Moore, Perrysville; W. M. Moore, Covington; H. W. Newsom, Elizabethtown; C. L. Northlane, Union City; Ralph

Overman, McGrawsville; Verl E. Pierce, Mooreland; G. A. Pritchard, Pendleton; John W. Pugh, Windfall; Frank Pyle, Peru; Wallace Reimann, Greensburg; R. M. Robertson and R. S. Robertson, Brownstown; Lon Rommel, Swanington; L. R. Rumsyre, South Whitley; Chas. F. Reeves, Charlottsville; H. O. Rice, Huntington; Frank Richards, Taylorsville; J. F. Russell, Greensburg; Chas. Scott, Bunker Hill; John Sells, Tab; Walter A. Sharpe, Noblesville; Raymond Shine, New Albany; A. D. Shirley, Walton; Chas. F. Smallwood, La Fontaine; Wm. Steeb, Crown Point; Victor Stuckey, Berne; W. F. Shirley, Blountsville; E. K. Sowash, Crown Point; O. M. Thomas and W. C. Thomas, Marion; J. H. Trimble, Sulphur Springs; C. E. Troyer, La Fontaine; C. M. Urschel, Tippecanoe; I. S. Valentine, Franklin; Carl Wilson, Sulphur Springs; John Wilson, Roachdale; W. S. Wisehart, Millville; P. J. Wolfram, Brownsburg; Fred D. Wright, Anderson; J. G. Wagner, Monterey; Walter Whitecotton, New Ross.

ILLINOIS sent four shippers: Otis J. Bear, Kempton; F. J. Dorney, Alendale; M. F. Fitzgerald, St. Francisville, and W. C. McMichael, Lawrenceville.

## International Gold Standards and the Grain Trade

Consider our competition with Argentina for the markets of Europe, in wheat. The par of the Argentine paper peso is 42.25c in American money. Today it is quoted about 25.75. Based on money values alone, the quantity of labor that the Argentine wheat farmer formerly bought for \$42.25 can now be bought for \$25.75. Yet our American farmers must still pay \$42.25 for that labor. Our money is at par.

An Argentine correspondent quotes the Buenos Aires February option on Dec. 1 as having closed "at \$5.44 (paper pesos) the quintal, the equivalent of 44¼ cents Canadian per bushel at the rate of exchange of the day." Yet on that same day the Daily Trade Bulletin quotes that same February option as having closed at 39½, American money.

Because of the change in value of their money, wheat in Argentina at 36c a bushel would purchase as much of the labor of other people in that country as wheat at 59c would under the old value of money, all things else being equal. Which possibly explains in some measure why Argentine wheat acreage increased this year.

## Well Built Iowa Elevator

After the destruction by fire of its elevator on the M. & St. L. R. R. at Ayrshire, Ia., the Farmers Co-operative Elevator Co. decided to replace the burned structure with a house having up-to-date equipment. The T. E. Ibberson Co. was engaged to design and erect the new house, which is shown in the engraving herewith.

The 12 bins provide storage for 25,000 bus. of grain and have been erected on a reinforced concrete foundation. The cribbed walls are covered with galvanized iron, as a precaution against a repetition of the fire loss. The single elevator leg, equipped with salem buckets, has an electric motor drive thru worm gear, roller bearings reducing the power consumption and fire hazard.

The receiving wagon scale is 9x18, of 15 tons capacity; and grain is weighed out thru a 2,000-bu. Richardson Automatic Scale. The spouting is of steel, as is the boot tank. An Ibberson Bin Alarm guards against choke-ups, and a manlift gives easy access to the cupola.

A neat office building, 12x20 ft., affords quarters for the manager, W. H. Martin.

Costs of handling soybeans at 151 elevators in Illinois averaged as follows, according to the Ill. Exp. Sta.; 1930 crop: recleaning 5.3; other costs 11.5, total cost 14.9c per bushel. Of the beans received 67.1% was recleaned.

Burning corn has been found unprofitable by the commissioners of Colfax County, Nebraska, who last September widely heralded their experiment with the cereal to heat schools, homes and the court house. It is more economical to burn \$6.25 coal than \$8 corn, they found.

Some way of routing grain thru the United States to obtain the British preference for Canadian wheat is being sought by a com'ite composed of R. M. Morgan of the North American Export Grain Ass'n, W. P. Headon of the Port of New York Authority, J. P. Magill of the Maritime Ass'n of New York, E. T. Douglass, Buffalo, J. M. Dennis of the Baltimore Chamber of Commerce, G. H. Poudner of the Baltimore Ass'n of Commerce.



25,000-bu. Cribbed Elevator of Farmers Co-operative Co. at Ayrshire, Ia.



# Michigan Grain and Bean Men Denounce Trucks

Michigan grain and bean men went into a huddle over the effects of unregulated trucking of grain, bean and produce by irresponsible truckers who carry only a small equity in the machines they operate, at the 40th annual mid-winter convention of the Michigan Bean Jobbers Ass'n, at Saginaw.

Truck men, combining the business of drayman, merchantman, and transportation, have so disturbed the markets of the country as to cause great differences in the prices which might be paid at various points of consumption. This has destroyed confidence in market prices, unwarranted competition between buyers, and serious speculation in handling purchases.

The grain and bean men have been using trucks, altho they favor the railroads, only thru necessity created by transportation costs, and each desires to return to a state of dependable markets.

Delegates began to gather in the Bancroft Hotel, Saginaw, the afternoon of Jan. 17, to partake of the splendid banquet and entertainment tendered by the Bad Axe Grain Co., Bancroft Hotel Co., Grand & Hardin Milling Co., Consolidated Coal Co., A. T. Ferrell & Co., Flack-Pennell Co., Hart Brothers, Michigan Bean Co., Saginaw Mills, Saginaw Salt Products Co., Wallace & Morley Co., and Chas. Wolohan, Inc.

There was no charge for the delightful dinner and entertainment, but bean handlers were requested to make payment in kind. The program com'te felt that "Beans should replace money as a medium of exchange," and each handler of beans brought from 25 pounds upward of Michigan pea beans as barter in exchange for the banquet. The sacks of beans were piled high in the hotel lobby during the convention, then were sent to local charities for distribution among Saginaw poor and unemployed.

The program com'te consisted of: L. E. Osmer, chairman; Ernald Bueschlin, R. E. Ward, Lee M. Swift and H. J. Smith. These men had spent many advantageous hours organizing an array of local entertaining talent that far exceeded expectations in creating joy and laughter among guests at the banquet.

Wm. A. Rorke introduced each number. There were instrumental soloists, song birds, and a negro quartette skilled in singing spirituals. A straw-skirted hula dancer surprised even the least credulous when he removed his wig at the close of his number.

## Wednesday Morning Session

PRES. C. H. RUNCIMAN, Lowell, opened the first session at 10 a. m. Wednesday, Jan. 18, expressing brief greetings to the 125 delegates, and preparing the way for a free discussion of their many trade problems.

STANLEY WELLMAN, Lansing, opened the discussion on "Trucking and Its Effect on the Elevator Industry." He said:

### Trucks Ruining Markets

Trucking is a serious problem for both jobbers and elevators. It is not a question of considering the railroads and their rights. The trucking problem for grain and bean men resolves itself into self-defense.

The grain and bean business is highly diversified. Associated with it is the handling of many other commodities. Grain and bean elevators are normally located on railroad sites suitable to convenient shipping of commodities to the nearest terminal or consuming point. Into this business has come the trucks, seriously damaging markets, taking revenue from the railroads, paying insufficient taxes to make up for the damage they do to roads constructed at public expense, literally subsidized by a government which has already entered far

too many lines of business in competition with the citizens who support it.

It is impossible to figure the exact amounts of grain, beans and produce that move to market by trucks, but it is estimated that the past few years have seen an average of about 2,700 car loads of vegetables from which the railroads receive no revenue. In Michigan last year, there was some relief when the railroads cut rates on farm products to compete with trucks. An immediate response among the shippers returned a large share of the transportation of vegetables to the railroads, and there was a marked increase in car loadings.

The big truck lines have not been a serious cause of trouble for the grain and bean men. Trouble is experienced from the depredations of the little fellows who have a \$100 equity in a truck, and a \$100 on which to do business. It is estimated that there are in this country 2,300,000 trucks. Of these 1,800,000 are privately owned and most of these owners feel it is better to make \$5 a day with the truck, not considering depreciation, than to let that truck stand idle.

Our roads cost money. The greatest damage to them is done by trucks. Yet trucks pay only 25% of the annual auto tax. Trucks from Michigan go into the Northern parts of Illinois and Indiana, and bring oats and corn to the folks who have live stock, and take fruit, potatoes, and beans from the bean belt back with them that they may carry a pay load both ways.

In North Liberty, Ill., an elevator man told me that 90% of the corn in their territory was moving out by truck. North Liberty is close to Chicago, and unfortunately the local rates on grain charged by the railroads is high. Chicago grain firms have hired fleets of trucks to bring it to terminal elevators at a transportation cost much below what railroads charge. The trucks can carry as much as 12 tons per load. They don't stop at the elevators, they go direct to the large producers. Some of them carry shellers, and shell corn on the ground. This is the answer of terminal grain firms to the high rates charged by the railroads on local hauls.

Trucking now competes on long hauls. Nuts and citrus fruits from the semi-tropical areas along our southern coasts move by truck to consuming centers like St. Louis, Chicago, and Cincinnati. Canned goods from the produce centers of our middle western states, move almost as far south as the Gulf of Mexico by truck, and imported chocolate has used the same form of transportation from New York to Chicago.

The trucks eliminate the jobber, the elevator and the wholesale grocer. They buy their corn and oats, and their beans from the farmers who produce them, and deliver to a retail dealer hundreds of miles away. To investigate this proposition, I wrote a number of letters to various firms about the country, and found that rice is moving direct from Louisiana to retail grocers in the north; commodities west of Pittsburgh move by truck a distance of 600 miles, and the distance is reduced from the east only by reason of the mountainous country that causes break downs and high truck costs. Even Idaho shippers of beans and peas compete with the eastern shippers for eastern markets.

When the truck goes around the middle man the producer has no advantage from the quality of his produce. There is no grading, there is no handling or cleaning that improves the product and the quality offered to the consumer is much lower.

Markets are disrupted. Neither the consumer nor the producer profits in the end, and the trucker performs transportation and merchandising at so low a rate that he does not enjoy sufficient profit to keep him in business. The shipper, the jobber, and the wholesale man derive no revenue from the truck business and volume is reduced. Without volume this class of trade cannot continue in business. The services they render to the producer and consumer is lost.

What to do about it? Every dealer who owns property has seen a reduction in the book value of his holdings of at least 50% in the last three years. There is no reason to believe that the railroads should represent the book values of their properties at 1929 values. If railroad properties were estimated at their replacement costs and interest was based on such an investment, rates could be lowered to a marked degree.

It is from agriculture that railroads now derive probably the largest proportion of their revenue. Last year 13% of the tonnage handled was agricultural products, and it produced 24% of the total railroad revenue.

Freight rates on farm products should be lowered in line with the proportion of tonnage. Where that has been done, the volume handled by the railroads has shown a large increase.

PRES. RUNCIMAN: Truckers violate all the rules of grading and marketing. If one market is a little high, all the truckers rush with their produce into that market, and give it an over supply which quickly drops prices until they are out of line with all other markets.

In Detroit, in one day, the price of potatoes dropped from 53 cents per hundred, to 41 cents per hundred and there was an excess of 65 car loads delivered. Car load potato buyers were afraid to bid, and that market was ruined for some time. The same thing happened from time to time in Indianapolis, Chicago and St. Louis. The Michigan Protective League has proposed that the state pass legislation demanding an inspection fee of \$2 per lot of potatoes whether it is 20 tons moving in a railroad car, or 15 bus. in a truck. We may expect the passage of legislation at the present session, curtailing the operation of trucks. At the present time the railroads are more open minded than they have been to reducing rates so that business will return to them.

C. S. BENTON, Lansing, chairman of the Transportation Com'te, reported: The Pere Marquette, Michigan Central, and Grand Trunk railroads have made marked reductions on beans to all points in the west. Your com'te has received definite promise from southern authorities that rates on beans to consuming points would be reduced. No definite promises of marked reduction in C. F. A. territory have been made, but there is every hope that competitive reductions will be made, at least to specific points.

Adjourned for lunch.

## Luncheon

Following a splendid complimentary luncheon, supplied by the same firms who had satisfied the appetites of the delegates the evening before, the program was carried into the second session.

As a luncheon speaker, R. Perry Shorts, Pres. of the Second National Bank & Trust Co., Saginaw, expressed his conviction that we have seen the turning point in the so-called depression and that the future looks bright. He reviewed previous depressions.

He told the delegates that business and standards of living had been forced back to 1915, but that this country has muddled thru a good many depressions. Depressions lasting from one to five years have followed periods of uncontrolled speculation. Debts have ruined more men than wine, women and song altogether. Installment buying has been a factor when applied to luxuries. Depressions shrink assets, but debts remain the same.

This depression has taught us to mind our own business. The man who thinks for himself and acts on his own judgment, is less likely to make a mistake than the one who follows the mob psychology that creates depressions. In the past, 5% of the people have done all of the constructive thinking. Another thing that depression has taught us is to put our eggs in more than one basket for while that would undoubtedly cause some loss, it would save us from total failure.

Furthermore, conditions have taught us to watch the politician. Our government is now understood to be losing \$15,000,000 a week. In spite of conditions, our politicians are still trading concessions for votes, and the only forgotten man is the tax payer.

Our main problem is to get the government out of business of every kind, and to reduce taxes to a rate which the people can pay. So far, every form of farm relief has proved to be a burden in disguise. The Domestic Allotment Plan, should it be enacted, promises to employ not less than 250,000 people—a burden to put upon the tax payers! The farmers have lived in hopes, but they are becoming pretty well disgusted.



B. A. STICKLE, Lansing, reviewed the "Movement of Beans" from producing to consuming centers in the United States, and showed how competitive railroad and thru rates permitted beans from various sections to compete with each other in leading markets.

J. E. MALONEY, Lansing, talked on "Buying Chattled Goods Including Pigs." He told about a mortgage on nine pigs, to which his firm had fallen heir, how the farmer against whom the mortgage was held, shipped 80 pigs to market, and when he was accosted for the nine pigs on which the mortgage was due, calmly informed the creditors that the nine pigs had been eaten. "The past three years," said Mr. Maloney, "have brought three years of experience and two pay cuts. I did not resent that so much as I did the big husky representative of a major machine company who dragged a 65 year old farmer and his wife into the office, and demanded their check for grain, to satisfy a mortgage."

As his contribution to the present economic situation, Mr. Maloney suggested, "there shall be levied a tax of 1% on everything that may be sold and there shall be no other tax."

CLARENCE HENRY of the educational department of the Chicago Board of Trade, delivered an interesting lecture on the services of future markets, and the misguidings of the politicians. "The Board of Trade," said Mr. Henry, "has justified itself by 75 years of honest service. It accepts the ills of agriculture as of vital interest to itself, and bewails the unfortunate diagnosis of agricultural troubles made for political expediency." His address will be published in a later number.

LEO KLINE, Birch Run, had no answer to "Making Profits at Present Margins." Fixed expenses, said he, have been reduced to the irreducible minimum and margins have been reduced a point or two lower. Consequently, vicious competition has developed between buyers of grain and beans until it seems that every man in the business is working for fun. It has been suggested that grain and bean dealers be licensed by the state, and that would be all right, if only a few dealers were licensed, and the others were told that they could not do business. But even political expediency is not likely to permit such narrowing of the field and it is quite likely that cutthroat competition will continue until natural law rewards the strong, and reduces the number in business.

PRES. RUNCIMAN offered the following resolution which was unanimously adopted:

WHEREAS, all citizens engaged in farming, manufacturing and merchandising are suffering from excessive taxation and unreasonable regulation, and many are suffering from Government competition, be it

RESOLVED by the Michigan Bean Jobbers Ass'n in convention assembled at Saginaw this 18th day of January, 1933, that we appeal to every representative of Michigan in Congress to use his best endeavor to relieve business of these most discouraging factors, to the end that the enterprising merchants of the U. S. A. may take heart again and promote their business in a manner which will give additional employment to thousands of idle workers now

living on charity, and thereby provide a stronger market for all farm products.

We would especially urge our representatives to abolish the Federal Farm Board, the Federal Trade Commission, The Shipping Board, The Grain Futures Administration, The Government Barge Service, the so-called Market News Service, and to reduce the activities of many other boards, bureaus and commissions now interfering with, handicapping and discouraging business, so that the budget may be balanced without increasing taxes, and we insist that the Government shall retire completely from all lines of business wherein it competes with private enterprise.

Adjourned *sine die*.

## Michigan Convention Notes

Detroit sent Art Williams, W. C. Todd and M. G. Murphy.

Chicago was represented by Douglas Potter and Jim Schuelling.

Indianapolis, Ind., representatives were W. K. Gearen and Verne Dudley.

Attendance numbered about 125 interested delegates, as registered by the Sec'y's office.

A display of elevating machinery, scales, belting and transmission equipment was set up by Flack-Pennell Co. in the hotel. It was in charge of Edward Flack.

Supply men included Mr. McMahon, Chicago; T. H. Merrian, and Waldo L. Biln, Detroit; Geo. L. Langton, Port Huron, representing feed ingredient interests.

AMONG THE MACHINERY representatives were A. T. Ferrell, Fred M. Marks, E. J. Eshenbaugh, and Edward B. Flack, Saginaw, and Mr. Frevert, Alma.

THE LANSING group of grain and bean men included: Neil H. Bass, C. S. Benton, Arthur Jarred, J. E. Maloney, B. C. Manker, L. E. Marshall, L. E. Osmer and B. A. Stickle.

LOCAL CHARITIES must have found delight in the large number of sacks of beans delivered as barter for the splendid banquet and luncheon served the delegates during the convention.

REPRESENTATIVES of country elevator interests present included: Jas. Herch, and J. H. McFarland, Alma; Bruce Wirt, Battle Creek; A. A. Chatfield, Herman Henne and Ted Schnelling, Bay City; Randal Ross, Beaverton; Leo Kline, S. O. Downer, Thomas and Charles Wolohan, Birch Run; A. C. Stewart, Brighton; B. H. Ellis, Byron; Roy Aldrich, L. D. Kaechale, Caledonia; Henry May, Caro; Clarence Churchill and B. Miller, Carson City; A. C. Atwell, Cass City; E. G. Johnston, Clare; Geo. Allen, R. V. Barnes and Philip Corson, Chesaning; Fred M. Houghton, Richard Houghton and H. L. Zavits, Clio; D. N. Protzman, Elkton; L. L. Green, Flint; G. P. Burkhart, Fowlerville; A. Phillip, Flushing; M. L. Sturgis, Fowler; A. Rocheleau, Gagetown; H. B. Hamerslag, Minor Walton and E. G. York, Grand Rapids; Harry Collins and L. B. Cutler, Hemlock; B. A. Filinger, W. E. Filinger, Henderson; E. J. Carr, Howell; F. B. Walcott, Ithaca; M. H. Cole, Jackson; M. S. Mullen, R. H. Kerr, Kinde; Raymond Smith, Lake Odessa; Mrs. Metheney, Lapeer; C. H. Runciman, Lowell; C. D. Ingells, Manistee; W. Francis, Mt. Pleasant; Ellis E. Bazzett and Niel Mormon, Oakley; Thomas Hyslop and E. C. Smith, Ovid; Fred Cornair and Glen Mills, Owosso; S. S. Cobb, Perry; H. J. Clabuesh, Pigeon; Ward E. King and L. E. Bauslaugh, Port Huron; Richard Hoerlein, Richville; L. Moon, Rose-

bush; Mark T. Walsh, St. Charles; D. E. Smith, St. Johns; Gus Marotzke, Sebewaing; B. H. Cole and Claude H. Estee, Shepherd; C. A. Francis and C. F. Hall, Standish; Sylvester Yaeger, Vestaburg; H. J. Jacques, Whittemore, and Guy M. Rowell, Yale.

## Boost Public Weighing Charges at Country Elevators

By C. R. JACKSON, Seymour, Ind., before Indiana Grain Dealers Ass'n

There is need for a public scale, for the weighing of bulky commodities in every community. The grain and coal dealer is required to have scales of the type required to do public weighing, hence these dealers, more than any other class, are called upon to perform this service. Even where a public scale is installed by the city, the dealer usually has quite a bit of public weighing to do.

This service is recognized by the community, and customers are willing to pay for it. Back in the days when a six or eight ton scale was large enough to meet all requirements, a small charge, equal for all weighing was fair and reasonable, but in the last few years, the advent of the truck has changed this. In order to meet the demand for larger capacity weighing, in his own business as well as for the public, the grain dealer has been forced to install a scale of larger capacity and of a different type. Thus he has a heavier investment and should be entitled to a fair return for the service he renders.

When most commodities were moved by farm wagon, a flat rate for weighing was fair, because most loads averaged about the same, but with the advent of the trucks, this method of charging is not fair. The customer weighing a wagon load and paying the same charge as the truck carrying several wagon loads, is paying a much higher rate for the same service. On the other hand a charge made high enough for the trucks would be unfair to the customer weighing the small load.

It was our opinion that a schedule of rates for weighing should be based on the net weight of the load weighed, with a minimum charge, and with this in mind we put into effect the following schedule: 15c for a net load of two tons or less, and 5c for each additional ton or fraction thereof. Under this schedule the minimum charge is 15c even if only one draught is made. A truck with a net load of five tons is charged 30c, which is about the same as the customer with the wagon load pays.

In a city where there are a number of scales, it may be difficult to establish a schedule, but with a little cooperation on the part of the owners of scales, a reasonable schedule can be established. Some opposition will be met at first, especially from the larger trucks, but this is a service they must have, and as dealers are expected to be equipped to render it, we pay the taxes and repair bills on the scale, and have an investment in equipment, and are therefore entitled to reasonable return for the service rendered.

We feel that all should be charged for weighing on a fair basis, and the dealer who weighs for his customers without charge, is giving away a service that the community recognizes as worthy and he is therefore making a rebate to that customer. We do not attempt to say that our schedule for weighing is correct, but we maintain that the principle is right, and that public weighing should be charged for on the basis of the net weight of the load.

Trade Mark registrations cannot be sold. They may, however, be assigned together with the good will of the business in connection with which they are used.

About 1,400 banks failed in 1932, compared with 2,298 in 1931. Failures last year tied up about \$700,000,000, compared with \$1,691,510,000 in 1931. During 1932 about 300 banks reopened, reducing the net loss to about 1,100

## Officers of the Michigan Bean Jobbers Ass'n



Front row: Guy Rowell, Yale; Bruce Stickle, Lansing, directors; Thos. Hyslop, Ovid, 2d vice pres.; J. H. McFarland, Alma, director; A. E. Walcott, Saginaw, sec'y.  
Back row: Pres. C. H. Runciman, Lowell; Director Arthur Jarred, Lansing; 1st V. P. H. E. Henne, Bay Port; Director Minor Walton, Grand Rapids.



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## CANADA

Forest, Ont.—Malcolm McCahill, head of a grain brokerage business and of a flour mill here for half a century, died on Jan. 2 at the age of 79 years.

Fort William, Ont.—Norman M. Paterson has purchased a five-ton ore grinding mill to be installed in his unused Elvtr. "K." to be used in grinding ores from various mining properties.

Vancouver, B. C.—Rupert C. Reece, sec'y K. B. Stoddart & Co., Winnipeg, also vice-pres. Earl Stoddart & Co., Inc., New York, and David Moss, ass't sec'y of the Stoddart Co. at Winnipeg, have recently become members of the local grain exchange.

Goderich, Ont.—J. W. Taylor, superintendent of the local plant of the Western Canada Flour Mills Co., Ltd., died Jan. 3, following a short illness. Mr. Taylor had been with the Western Canada Co. for many years, and as a mark of respect to his memory the local plant and offices were closed the day he was buried.

London, Ont.—The Kellogg Co. of Canada, cereal products manufacturer, contemplates a \$75,000 addition to its plant in East London, to house the machine shop, mechanical department and restaurant, all of which are now located in the main plant. The space made available when these departments are transferred to the addition will be used for the installation of new equipment for increasing production. The Kellogg Co. has spent \$200,000 in additions and improvements to its local plant since 1931.

Saint John, N. B.—Our grain handling facilities at West Saint John are being increased so that the loading of vessels can be speeded up about 75%. No additions are being built to the elevator. We have a new elevator, just recently completed, which will be in operation by the end of the present year (1933). All the machinery and equipment for the above increase has already been purchased and installation is practically completed.—A. Gray, general manager and chief engineer, Saint John Harbor Commissioners.

Fort William, Ont.—R. B. Pow, elected 17th mayor of this city at the municipal election Jan. 2 by a big majority, has been prominent in grain circles here for some time. He was born at Emerson, Man., and has been a resident of Fort William for 23 years. He entered the grain and elevator business with the Northern Elvtr. Co. at Emerson, coming to the Head of the Lakes in 1908 to join the staff of the Consolidated Elvtr. Co. In 1910 he became associated with the Empire Elvtr. Co., with which he remained until 1916. In that year he was appointed superintendent of the Mutual Elvtr., and when this plant was taken over by the Smith-Murphy Grain Co. Mr. Pow was appointed local manager. In 1923 the Mutual Elvtr. was sold and the Reliance Elvtr. built by the company, Mr. Pow being appointed Lakehead manager of the company under the name of the Reliance Grain Co., Ltd., which position he holds today, considered one of the important positions in the grain industry at the Head of the Lakes.

## COLORADO

Simla, Colo.—J. C. Shuster is the new manager of the Simla Farmers Co-op. Elvtr. Co.'s elevator, succeeding Ray Butler, who has taken a position in Colorado Springs.

## ILLINOIS

Marengo, Ill.—Ed Banks is building an elevator and mill here.

Decatur, Ill.—Am just back in the grain business after an absence of some ten years.—L. P. Kizer.

Godfrey, Ill.—H. C. Shaw, of Rochelle, has been appointed manager of the Godfrey Elvtr. Co.'s elevator, succeeding J. J. Droste, who recently resigned.

McHenry, Ill.—John Bolger, operating as the Farmers Mill, has installed a batch mixer.—F. J. Bradford (Vitality Mills, Chicago).

Kirkville, Ill.—Will Sentel has rented the Kirkville Elvtr. and will take charge Mar. 1. Thomas Keim and N. F. Keim have operated the plant for the past three years.

Joliet, Ill.—George F. Barthelme has taken over the Truby Grain Co. Henry Truby, head of the company, died from heart trouble last August, as reported at the time. He was one of the pioneer grain dealers of this section.

Leonard (Gilmore p. o.), Ill.—The Farmers Co-op. Grain Co. has appointed Arthur Goldenstein manager of its elevator, succeeding John Pierce, Jr., who has been manager for several years. The new manager was to assume charge on Jan. 25.

Serena, Ill.—The Co-op. Grain & Supply Co. has completed the construction of its corrugated steel building adjoining the main office of the elevator and extending both north and south of it, which it will use for the hardware department and for storing machinery and implements. H. C. Morel is manager of the elevator.

Peoria, Ill.—The report published in the last number that Lowell Hoyt & Co. were installing a truck dump in their elevator here was in error. The company has no elevator here, never did have, and do not contemplate the erection of one. Moreover, they insist they would not install a truck dump for the receiving of grain at this point if they did have an elevator here.

East St. Louis, Ill.—Clark Bros. Feed Co.'s building, a wooden structure 155x100 feet, caught fire at 3 a. m., Jan. 4, and was destroyed together with thousands of bushels of grain; loss, \$10,000 on building and \$5,000 on contents; insurance, \$5,000 on building and \$1,500 on contents. Firemen are investigating a report that a man was seen running away from the building just before the fire broke out. The company will rebuild on the old site. Until temporary quarters can be secured, business will be conducted from the homes of the owners, J. E. Clark and his son, Howard E.

## CHICAGO NOTES

The rate of interest for advances on Bs/L for January has been set at 6% per annum.

The directors of the Board of Trade have denied the petition of Eugene M. Hoyne for re-instatement on the Board of Trade.

A month after the fire of Dec. 23 the body of Chas. Duval, weighman, had not been recovered from the wreck of the Santa Fe Elvtr. The contractor removing the debris is making slow progress.

The membership of the Board of Trade numbered 1,549 on Jan. 9, 1933, and 1,556 on Jan. 4, 1932. Seven memberships were retired during 1932, under the provisions of regulation 1813.

The pro rata amount assessed members of the Board of Trade for the ensuing fiscal year (under the provisions of rule 108) is \$300, payable Feb. 1.

The circuit court of Cook County held that the suit of James K. Riordan v. the Board of Trade, to enjoin the Board from suspending him and to compel his re-instatement, was unfounded, and no appeal has yet been taken from that order.

The loss sustained by the Santa Fe Elvtr., whose working house was destroyed by dust explosion and fire on Dec. 23, as reported in the Dec. 28 Journals, has been estimated as follows: Wheat, 81,000 bus.; corn, 119,000; oats, 38,000; barley, 5,000. Very little damage was done to grain in the concrete tanks.

At the Jan. 17 meeting of the directors of the Board of Trade, Fred H. Clutten was elected sec'y and William H. Bosworth assistant sec'y of the Board. Members of 23 com'tes were named by Pres. Peter B. Carey, J. A. Brennan being made chairman of the grain com'te. The business conduct com'te is as follows: J. A. White, A. F. Lindley, F. S. Lewis, J. H. Scoville, J. A. Low.

Lloyd James Smith, who at one time served as sec'y and treas. of the Santa Fe Elvtr. & Dock Co. here, was general manager of the Chicago Elvtr. Co. and prominent in Chicago politics, died, on Jan. 12, at the home of his daughter, Mrs. George W. Shaw, at Muskegon, Mich., at the age of 69 years. He is survived by his widow and his daughter, Mrs. Shaw. His body was brot to Chicago for burial.

The suit against County Assessor Jacobs, started on behalf of many members of the Board of Trade, to restrain him from assessing memberships as personal property for the year 1931, has not yet been determined. As reported in the Dec. 14 Journals, an order restraining Jacobs from so assessing memberships was issued by the circuit court Nov. 28, until the Supreme Court rules whether they are assessable as such.

Mrs. Mary Dowse Marcy, of Evanston, mother of George E. Marcy, retired grain elevator operator and president and manager of the former Armour Grain Co., died Jan. 18 at her home at the age of 102 years. She was active up to the day before her death, which was caused by heart trouble. The funeral was delayed to permit the attendance of her son, who was at his home in Pasadena, Cal., at the time of his mother's death.

A second series of lectures on the grain trade has been sponsored by the Ass'n of Grain Commission Merchants, the program extending to Apr. 13. The first speaker will be Peter B. Carey, pres. of the Board of Trade, Jan. 26, who will be followed by Professor Boyle of Cornell and such notables as W. Sanford Evans, a member of the Josiah Stamp Commission. As before, the lectures will be given in the large room, 300, of the Board building.

The Supreme Court of the State of Illinois decided in favor of the Board of Trade in the case of People ex rel. Koestner v. Board of Review, the decision holding that the petition to mandamus the Board of Review to assess Board of Trade memberships for the year 1930 did not state a good cause of action. The taxability of such memberships as personal property was not passed upon by the court on account of the many imperfections in the petition.

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A special com'ite of brokers appointed to study bean sales methods, called a special meeting of bean brokers for Wednesday, Jan. 25, at 10 a. m., in the south ballroom of the Stevens Hotel, in connection with the annual convention of the canners, machinery and brokers ass'ns being held Jan. 22-25 in this city.

The weighing and custodian department of the Board of Trade during the year 1932 weighed 75,186 inbound cars of grain, and 14,045 outbound cars of grain. Grain weighed to and from boats: In store, by lake vessels, 6,214,418 bus.; out of store, by lake vessels, 59,597,904 bus.; total, 65,811,904 bus., against 82,383,328 bus. weighed in 1931.

## INDIANA

Galveston, Ind.—Emery R. Chase is not manager for W. W. Pearson Grain Co. here, as reported.

Milroy, Ind.—The Moscow Water Power Mills have added a Sidney Kwik-Mix Feed Mixer to their equipment.

Middletown, Ind.—Hugh Hoppes recently installed a Sidney Mill Sheller, also a Duplex Corn Cracker and Grader.

North Liberty, Ind.—On Jan. 24 C. G. Wolf's elevator burned early in the morning. The fire is reported to have started in the driveway.

Frankton, Ind.—Richard Holland and Everett Welborn have taken over the former Frankton Grain Co.'s business and will continue under the name of Welborn & Holland.

Ray, Ind.—Theodore McNaughton, who was engaged in the grain business at this point for 40 years, died at his home in Fremont, Ind., Jan. 11, following a long illness. He was 79 years of age.

Indianapolis, Ind.—Charlie Weirick, of the former partnership of Anderson & Weirick (which was recently dissolved), reports that the Indianapolis Board of Trade will soon vote on putting in a call rule.

Knox, Ind.—The Farmers Co-op. Co. has just completed the installation of a one-ton feed mixer. A sheller and corn cutter were also recently added to the equipment. All machinery is electrically operated.

Evansville, Ind.—Due to the quick action of the fire department but slight damage was done to the soy bean plant of the E. Mead Johnson Co., on Jan. 15, when a bin of soy beans was discovered to be smoking.

Hammond, Ind.—The Nowak Milling Co.'s elevator, burned Dec. 26, as previously reported, is being rebuilt. About 45 men have been employed 10 hours a day repairing the fire damage to the company's plant.

Thornhope (Oak p. o.), Ind.—Fire broke out in the cob bin of the Farmers Grain & Supply Co.'s elevator on Jan. 13, but the timely arrival of the rural chemical fire trucks from Royal Center and Star City saved the elevator.

Portland, Ind.—The personal property, building and real estate of the Cartwright & Headington Elvtr. Co. (reported in the Dec. 28 Journals as in the hands of a receiver) was offered for sale to the highest cash bidder in the office of Receiver Williamson here, on Jan. 6.

Veedsburg, Ind.—The Veedsburg Grain Co., to be managed and operated by Francis Finch, has taken over the business here formerly known as E. P. Finch & Co., which in April, 1932, bot the interests of the Farmers Elvtr. Co. During 1928 Francis Finch managed the Farmers Elvtr. Co.'s elevator.

Worthington, Ind.—Preliminary notice of dissolution of the Worthington Grain Co. has been filed with the sec'y of state. H. L. Landis, owner of the company, will continue the business under his individual ownership, the purpose being to lessen office work, especially the record keeping required of corporations.

Bluffton, Ind.—David E. Studabaker, 78 years of age, former Bluffton grain dealer, died at the Elks National Home at Bedford, Va., Dec. 24, burial taking place here Dec. 27. Mr. Studabaker had been at the Elks Home for seven years. His death came very unexpectedly and was that to have been due to heart trouble. For many years he was the head of a grain firm bearing his name, known first as the Waring-Studabaker Grain & Seed Co., later Studabaker, Sale & Co. and still later Studabaker Grain & Seed Co. At one time elevators were operated by his company in seven different Indiana towns. Mr. Studabaker is survived by one son, Frank, his wife and two other children having preceded him in death.

Fort Wayne, Ind.—At a meeting held recently in this city, the Northeastern Indiana Hay Dealers Ass'n changed its name to the Northeastern Indiana Hay & Grain Dealers Ass'n, and elected officers as follows: Pres., Victor Stucky (manager of the Berne Equity Exchange Co.'s elevator at Berne, Ind.); vice-pres., Albert Goetz, of Hudson; sec'y-treas., Albert Egly, of Fort Wayne. The ass'n meets every two months.—Chris G. Egly.

Frankfort, Ind.—The serious illness of Carl W. Sims is reported, following an operation on the brain, which was found necessary after a sudden illness, and which did not prove to be entirely successful. Mr. Sims is widely known in the trade, having served on the board of the Millers National Federation and also as pres. of the Indiana Millers Ass'n. Recently he has been engaged in Red Cross work, which will be taken care of by F. T. Jacobi, formerly of Edwardsville, Ill., temporarily.

Auburn, Ind.—Farm Bureau Mills, incorporated; capital stock, 700 shares of common at \$50 per share and 150 preferred at \$100; incorporators: C. W. Humrickhouse, W. W. Dibble, C. C. Palmer, Leroy Eppley and Clayton E. Weis; objects, to produce and market agricultural products. The new company will take over the Auburn Flour Mills (of which H. W. Timbrook, later his widow, was proprietor), and in addition to doing a general milling business will have a storage for grain.

## IOWA

Truesdale, Ia.—The Truesdale Farmers Elvtr. & Supply Co.'s elevator will be sold at public auction Feb. 4.

Gladbrook, Ia.—Henry Pippert, of Freeman & Pippert, who has managed the elevators at this point during the past year, is recovering from a serious illness.

Lincoln, Ia.—The Farmers Co-op. Elvtr. Co. has installed a grain cracker and grinder, with which it is producing breakfast foods and rye, whole wheat and pancake flours.

Cedar Rapids, Ia.—Fire in the office of the Iowa Milling Co., which occurred during the night of Jan. 19, caused several thousand dollars' worth of damage.—Art Torkelson.

Stout, Ia.—The large pulley wheel on the elevator of the Farmers Elvtr. Co. was recently broken into seven pieces when a 50-pound weight fell from the top of the elevator.

Wyman, Ia.—The elevator and equipment of the Wyman Farmers Supply Co. was sold to Samuel Turkington at a receiver's sale, Jan. 7, for \$637, subject to the approval of the court.

Sioux City, Ia.—At the recent annual meeting of the Sioux City Grain Exchange the following officers were elected: Pres., S. P. Mason; vice-pres., A. D. Doherty; treas., A. S. Eales, and sec'y, Freeman Bradford.

Vincent, Ia.—Art Thompson, second man at the Farmers Elvtr. Co.'s elevator, was cooperating a car recently, when a nail he did not have set flew up when touched by the hammer and injured his eye so badly that it had to be removed at the hospital.—Art Torkelson.

Swea City, Ia.—Vestal Thackery has turned his interest in the Swea City Feed Mill back to the original owner, Mrs. R. Felky, of Estherville. The mill was re-opened during the second week of January, with L. O. McNeill in charge.

Boydton, Ia.—The new Farmers Co-op. Co.'s elevator at this place has been completed and is now in operation. This plant consists of a 30,000-bu. elevator, a large warehouse, flour house, office building and a feed mill building. The T. E. Ibberson Co. had the contract. The new plant, which replaces the one burned last August, was described in detail in the Oct. 26 Journals.

Burlington, Ia.—The new office of the Trans-Mississippi Grain Co., which operates the Burlington Elvtr., known also as the B. & M. Elvtr., was completed early this month and is now being occupied by the company. As previously reported, the 500,000-bu. addition to the elevator was completed in December.

Gillett Grove, Ia.—The Quaker Oats Co.'s elevator here was robbed during the night of Jan. 16, the thieves breaking thru a window and blowing open the safe. They secured a small amount of money, not over \$10, some stamps, pencils and other small articles.—Art Torkelson, with Lamson Bros. & Co.

Remsen, Ia.—On Jan. 6 the Farmers Elvtr. Co.'s elevator was broken into by thieves, for the second time within a year, who got away with \$35 in cash and a bundle of valuable papers, which they later threw away and which the company recovered. The burglars entered the building thru the front office door, from which they removed the glass panel.

Fort Dodge, Ia.—Chet Bulpitt, of the Bulpitt Grain Co., has other interests besides the grain business at present. Mrs. Bulpitt is laid up with the flu and his daughter Barbara fractured her knee cap recently while roller skating, but at last report expected to have the cast removed from her knee in a day or two and be back at school again.—Art Torkelson.

Eldora, Ia.—Manager Robert Johns, of the Farmers Elvtr. Co.'s elevator, proved too smart for one would-be grafter, giving his name as C. W. Ross, who rushed into the elevator office, on Jan. 10, with the confession that he was a booze runner, that he had a load of liquor stalled northwest of town, that his car had broken down and that he had been hauled several miles by a person who now demanded that he pay him \$45. Ross said he was out of money and his creditor was holding his truck and cargo; if the elevator man would lend him \$45 he would pay him back \$100 by 5 o'clock. Manager Johns pretended to sympathize with him, told him he did not have the cash but would call up a friend to bring the money to him; then while Ross went out of the office a moment to talk with a partner in a car outside, Johns called up the sheriff's office. When the deputy arrived, Johns asked him to take charge of Ross. It developed later that Ross had worked the same story off on an elevator man near Stratford and got the money.

## KANSAS

Seward, Kan.—The elevator of the Stevens-Scott Grain Co. was slightly damaged by wind-storm on Jan. 9.

Peabody, Kan.—On Jan. 4 the elevator of Arnold Berns was slightly damaged by fire caused by heated metal from grinder going into chop feed.

Topeka, Kan.—The offices of the Kansas Elvtr. Co., which operates an elevator here of approximately 700,000 bus. capacity, are being moved to Kansas City.

Goddard, Kan.—Raymond Schwartz became the manager of the Goddard Farmers Elvtr. Co.'s elevator on Jan. 1, succeeding A. M. Heimmerman, manager for the past six years.

## Stratton Grain Company

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Southwestern Wheat and Corn  
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Elevators — Grain — Dwellings  
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Hays, Kan.—W. J. Madden, well known grain man operating a line of three elevators, died Jan. 18 at his home here, death being caused by influenza.

Wichita, Kan.—The Stevens-Scott Grain Co., headquarters this city, has bonded its elevators at the following Kansas points and will use them for the public storage of grain: Cedar Point, Coronado, Aulne, Marienthal and Leoti.

Neosha Falls, Kan.—The Scott Grain Co.'s elevator, located on the Santa Fe right-of-way, burned during the night of Dec. 22, together with about five carloads of corn and wheat; partly insured. The elevator was built in 1919.

Brownsdale (Idana p. o.), Kan.—William Bentley suffered a badly crushed foot recently at the elevator of the Brownsdale Elvtr. & Merc. Co. when a load of kafir corn dumped before he expected it to and the hub of the wagon struck his foot.

Westfall, Kan.—The elevator and stock of the E. C. Wyatt Grain Co. were slightly damaged by fire recently. The fire is reported as having been caused by the housing over the drive shaft thru bin, breaking and falling on drive shaft.

Cherryvale, Kan.—The N. Sauer Milling Co. is installing a big Maxim silencer on the exhaust of the plant's big gas engine, and if it lives up to the factory's guarantee, it will be impossible to hear the report of the explosions of the engine more than 50 yards from the mill. The silencer is being installed to eliminate any possible cause for complaint.

Delavan, Kan.—Charles Ray, well known grain dealer and lumberman, died quite unexpectedly, Jan. 2, from pneumonia, which developed during an attack of the flu. Mr. Ray's father, William Ray, was one of the founders of Delavan, and after the death of the elder Mr. Ray, Charles took over the management of the Delavan Lbr. & Grain Co., which he operated successfully for many years. His widow survives him.

Farlington, Kan.—Referring to the burning of its frame warehouse as reported in the Dec. 14 Journals, the Crawford County Farmers Union Co-op. Ass'n writes, per U. E. Hewett: "It was just an old, small warehouse, close to a lumber yard that burned, that was destroyed—not our elevator or other warerooms. Had a small stock of wire and other smaller items burned, stock being insured; only about \$65 loss besides the building."

Winfield, Kan.—The local elevator of the Consolidated Flour Mills Co., of Wichita, on Jan. 8 was destroyed by fire and explosion of unknown cause; loss to building and equipment, \$25,000; fully insured. Additional loss was sustained in damage by fire and water to 300,000 bus. of wheat, also cornmeal and flour in storage. The mill was not damaged and operated as usual the next day. About two years ago the company's elevator sustained a similar fire. It will be rebuilt.

## KENTUCKY

West Louisville, Ky.—Standard Milling Co., incorporated; capital stock, \$10,000; incorporators: Hugh P. and Ann H. Aud and Esther T. Barnett.

## MARYLAND

### BALTIMORE LETTER

Charles H. Hohman, manager of Anheuser-Busch, Inc., manufacturers of yeast, has been elected a member of the Baltimore Flour Club.—R. C. N.

John Kellogg, president of the Stratton Grain Company, Chicago, Ill., was a recent visitor on the floor of the Baltimore Chamber of Commerce.—R. C. N.

The Pennsylvania Railroad Co. has requested the board of estimates of the city to refund \$8,212.52 by reason of a reduction in the 1926 assessment on its No. 3 elevator.—R. C. N.

Robert D. Sinton, proprietor of Sinton Bros. & Co., grain and hay merchants of this city and members of the Chamber of Commerce, has purchased the warehouse property at 336 to 342 Guilford Ave., adjacent to the Pennsylvania tracks. After certain alterations and improvements have been completed, Mr. Sinton will occupy part of the premises, while the Guilford Grain & Feed Co., Chas. E. Herbst, pres., will remove to 336 Guilford Ave., taking possession of one of the above warehouses for its business. The property has many advantages.—R. C. N.

C. Wilmer Watkins was selected by the nominating comite of the Chamber of Commerce to fill the vacancy on the regular ticket for directors brot about by the inability of H. D. Eidman to serve. Mr. Watkins will represent the feed interests on the board.—R. C. N.

"Mount Vista," the summer home of G. Fred Obrecht, of P. F. Obrecht & Son, grain and feed merchants, was completely destroyed by fire early Jan. 20, and Mr. Obrecht and his family were forced to leave the burning building with no chance to salvage their possessions.—R. C. N.

Traffic Manager G. Stewart Henderson, of the Chamber of Commerce, attended a conference in Washington, Jan. 11, of representatives of eastern grain exchanges with officials of the State and Commerce departments on the recent ruling discriminating against the shipments of Canadian grain through American ports.—R. C. N.

No opposition having developed to the regular ticket for directors of the Chamber of Commerce chosen by the nominating comite, the following will become members of the new board on Jan. 30: Blanchard Randall, Jr., Wm. T. Shackelford, Edward Netre, Philip C. McIntyre and C. Wilmer Watkins. The board will meet for organization and the election of officers of the Chamber Feb. 1.—R. C. N.

## MICHIGAN

Holland, Mich.—The Holland Co-op. Co. has purchased a molasses feed mixer.

Northville, Mich.—The Northville Milling Co. has installed a ½-ton feed mixer.

Saginaw, Mich.—Farm Bureau Supply Store has installed a mixer driven by a 5-h. p. motor.

Lansing, Mich.—The midwinter meeting of the State Millers Ass'n has been postponed to Feb. 15.

Chester (Charlotte p. o.), Mich.—Windstorm slightly damaged the plant of Belden & Co., Inc., recently.

Lapeer, Mich.—The Farm Bureau Supply Store has added a mixer with a 5-h. p. motor to its equipment.

Hartford, Mich.—The Hartford Gleaners Co-op. Elvtr. Co. has installed a No. 55½ corn cracker, grader and aspirator.

Fraser, Mich.—The Fraser Feed Store has installed a Dreadnaught 18-in. feed mill with built-in pneumatic feed collecting system.

Bannister, Mich.—F. H. Moulton has returned to this place from North Star and is again manager of the Bannister Elvtr. Co.'s elevator.

Coldwater, Mich.—The Coldwater Co-op. Co. has purchased an electro-magnetic separator to remove tramp iron from feed to be ground.

Lapeer, Mich.—Turnbull & Son have installed a Dreadnaught 20-inch attrition mill with air elevating system, and a Dreadnaught corn crusher.

Hartford, Mich.—The Hartford Milling Co. has installed a 25-h. p. motor for operating its milling plant in place of an oil engine on which the crank shaft failed.

Nashville, Mich.—Fire broke out in a chute at the Asa Strait & Son alfalfa mill early in the morning of Dec. 27. It was quickly extinguished and the loss was small.

Battle Creek, Mich.—William Fell, one of the founders of the breakfast cereal manufacturing plant known as Mapl-Flake Mills, operating in this city, and its general manager for years, died on Jan. 2, from heart trouble. He was 72 years of age.

Saline, Mich.—The Saline Mercantile Co. has installed a special feeder and electro-magnetic separator ahead of its attrition mill. The capacity of this feed mill is so great that the ordinary size electro-magnetic separator will not handle the job.

Marine City, Mich.—Quality Feed & Supply Co. is installing a 20-inch attrition mill with air elevating system, a corn crusher and a corn sheller, all Dreadnaught machinery. A 1-ton Unique batch mixer and two new motors are also being installed.

Mason, Mich.—William Bert Dean, manager of the Mason Elvtr. Co.'s elevator from 1905 until 1924, died Dec. 30, after an illness of several months, at the age of 70 years. With one of his sons he operated an elevator at Cohoctah under the name of W. B. Dean & Son. He is survived by his wife, three sons and three daughters.

Croswell, Mich.—The Vita Milling Corp., of which Harry Selzer is the head, has completed the installation of all machinery, which was brot from its Detroit mill, and now has its mill in operation. This was the former Flax Co.'s building, which has been remodeled by the Vita Co.

Bangor, Mich.—The Bangor Gruit Growers Exchange, which lost an elevator and feed mill by fire about three months ago, has installed feed mill machinery and equipment in one section of its fruit handling warehouse. The plant is being entirely rewired, all power wiring being put in conduit. An electro-magnetic separator will protect the feed mill from tramp iron.

Pinconning, Mich.—The Farm Bureau Supply Stores, of Lansing, have recently completed an elevator and feed mill at Pinconning. The plant is equipped with a hammer mill driven by a 30-h. p. motor, a crusher and feeder and a 99D cleaner. Power is electric with all wiring in conduit and automatic starters. The feed mill is equipped with an electro-magnetic separator to remove tramp iron.

Marine City, Mich.—Marine City Feed Co. is installing feed mill equipment in a leased warehouse here and will open for business shortly. The feed mill is a 20-in. Dreadnaught with a built-in pneumatic feed collecting system and electro-magnetic separator. A crusher and sheller are also being installed. Power is electric, with all wiring in conduit and overload relay protection on the motors.

Hudson, Mich.—The Hudson Milling Co. reports two small fires recently, one from the backfire of a small air compressor engine in the power house and the other from the burn-out of a small direct current electric lighting generator. Mr. Russel, manager, states that both fires would have been serious had it not been for a 1-qt. pump type carbon tetrachloride fire extinguisher which he recently purchased.

## MINNESOTA

Benson, Minn.—On January 3 a 7½ h. p. motor in the plant of J. J. Lang was slightly damaged by fire caused by a hot bearing.

Murdock, Minn.—Leo O'Neill has been appointed manager of the Monarch Elvtr. Co.'s elevator at this point, succeeding A. C. Hagen, who died recently.

Bellingham, Minn.—The Bellingham Farmers Elvtr. Co. recently purchased a Jacobson "Economy" Electro Magnetic Separator which now protects its grinder against tramp iron.

Springfield, Minn.—The Springfield Elvtr. Co., which opened its feed mill last month, has installed a Jacobson "Ajacs" Hammer Mill with direct-connected 30-h. p. electric motor.

Duluth, Minn.—Watson S. Moore, of the W. S. Moore Grain Co., who has been critically ill for several weeks, is reported to be improving. Mr. Moore is one of the veteran grain men of this city.

Saint Peter, Minn.—E. J. Mattsen, former grain elevator operator here and in South Dakota, died unexpectedly here, on Jan. 8, while attending a lodge meeting. One son, Glenn Mattsen, of Lansing, Mich., survives him.

Mankato, Minn.—The Mankato Flour & Feed Co. has started operation of its new feed plant (described in the Dec. 28 Journals), which is fitted to grind feed, crush corn and mix feeds for the trade. The T. E. Ibberson Co. made the installation.

Duluth, Minn.—The Duluth Board of Trade elected officers as follows at its recent annual meeting: Pres., W. R. McCarthy; vice-pres., W. J. McCabe. Directors: H. J. Atwood, C. F. Haley, F. F. Houghton. Board of arbitration: K. S. Bagley, F. C. Tenney, E. A. Vivian. Board of appeals: Thomas Gibson, F. E. Lindahl, H. A. Starkey, B. C. McCabe, R. G. Sims.

Murdock, Minn.—Adolph C. Hagen, manager of the Monarch Elvtr. Co.'s elevator at this point for the past 26 years, died quite unexpectedly Dec. 29. He was taken ill suddenly on Wednesday morning, on the following morning was taken to a hospital in Minneapolis, where an operation was performed to save his life, but he died that evening. His widow and four sons survive him.

### MINNEAPOLIS LETTER

H. G. Dickey was recently elected pres. of the Van Dusen-Harrington Co. Mr. Dickey is well known in grain circles of this city, and his experience covers all branches of the business.



The marriage of W. W. Sudduth, of the wheat department of the Commander-Larabee Corp., to Louise Jewett took place early this month.

Minneapolis, Minn.—New members of the Chamber of Commerce include W. R. MacRae, of the wheat buying department of Pillsbury Flour Mills Co.

The Northwest Country Elvtr. Ass'n held its annual dinner at the Minneapolis Athletic Club, this city, Jan. 18. Peter B. Carey, pres. of the Chicago Board of Trade, being the speaker.

## MISSOURI

Clinton, Mo.—Dean Keyes put his new grist mill into operation early this month.

Marshfield, Mo.—The Farmers Exchange, which moved into its new building Jan. 2, contemplates installing a hammer mill soon.

Treloar, Mo.—The safe in H. J. Buescher & Co.'s elevator was broken into by thieves during the night of Dec. 21 and about \$30 in money and several small checks stolen.

Versailles, Mo.—M. D. Marriott has been appointed manager of the Morgan County Elvtr. Co.'s elevator, succeeding Austin Ball, who had charge of the elevator for about six weeks prior to being sworn in as county sheriff. Mr. Ball succeeded Jimmy Carpenter, who resigned recently to take a position with an oil company.

St. Joseph, Mo.—New equipment, including one of the largest platform scales made, a pneumatic dump, a large corn sheller and cleaning device, all of which are electrically operated, has recently been installed at the Schreiber Milling & Grain Co.'s plant, in order to handle grain in truckloads. A brick scale office has also recently been built.

St. Joseph, Mo.—The successful candidates at the annual election of the Grain Exchange, held Jan. 3, were as follows: Pres. H. C. Gregory; vice-pres., A. R. Taylor; directors for two-year term were C. A. Geiger, C. J. Hauber, E. M. Louth, R. E. Wiese and Ashby Woodson. F. L. Ford is treas. of the Grain Exchange and Nelson K. Thomas is sec'y. The new officers were installed Jan. 10.

Blodgett, Mo.—The Blodgett Elvtr. & Grain Co.'s elevator and contents, consisting of machinery and several thousand bus. of corn, burned Dec. 28; loss, estimated at about \$40,000; insurance was carried. The fire is believed to have been caused by a tramp who built a fire to warm himself. The office, sheds and warehouse were not burned. The company is continuing to buy corn, and the elevator will be rebuilt.

Campbell, Mo.—The old flour mill and elevator known as the Buck & Toole Mill burned early in the morning of Dec. 26, origin of the fire being unknown. The mill and elevator buildings were abandoned several years ago when the Buck & Toole Milling Co. ceased operations in Campbell. The property came into the possession of the Missouri Loan & Investment Co. some time ago. No insurance was carried. The corn sheller, in the old gin building on one corner of the mill lot and operated by C. E. Porter, did not burn.

## KANSAS CITY LETTER

The re-organized Quisenberry Feed Mfg. Co. will continue business as the Quisenberry Feed Products Co., with little change in the personnel of the company. J. E. Musgrave is pres. and general manager.

Frank A. Theis, of the Simonds-Shields-Lonsdale Grain Co., painfully injured his hand recently between his garage door and the side of his car, but fortunately no bones were broken. His hand was badly swollen.

Application for membership in the Kansas City Board of Trade has been made by M. L. Gear, of Topeka, Kan., on transfer from H. L. Robinson, of Salina, Kan., no consideration being involved as both men are associated with the Kansas Elvtr. Co.

Offices are being opened in this city by the Kansas Elvtr. Co., of Topeka, Kan., to be in charge of M. L. Gear, formerly of Topeka. H. L. Robinson, of Salina, Kan., head of the company, has bot the stock interest in the company formerly held by the Logan Bros.-Hart Grain Co.

The following were elected as 1933 officers of the Grain Clearing Co. by the directors: Fred C. Vincent, pres.; W. J. Mensendieck, first vice-pres.; J. N. Russell, second vice-pres.; H. C. Gamage, sec'y; H. A. Fowler, treas. George G. Lee was re-elected manager and R. D. Cline, assistant manager.

W. R. Scott has been re-appointed sec'y and transportation commissioner of the Board of Trade; E. D. Bigelow, assistant to the president; H. F. Hall, treas.; J. E. Rahm, assistant treas.; C. W. Pershing, assistant sec'y; J. W. Holloway, assistant transportation commissioner; Frank M. Stoll, director of public relations; L. P. North, scale inspector, and James Russell, chief sampler. Appeals com'te: R. A. Jeanneret, chairman; E. O. Bragg, R. J. Thresher, E. E. Klecan, Gunnard A. Johnson.

## ST. LOUIS LETTER

St. Louis, Mo.—The Rosenbaum Grain Corp., of Chicago, has appointed Oliver H. Schwarz manager of its local office, succeeding W. E. Knapp.

Officers of the Grain Clearing Co. were elected as follows on Jan. 11: Pres., J. H. Caldwell; vice-pres., E. C. Dreyer; sec'y-treas., C. A. Morton. Among the directors elected were G. L. Kelly and F. W. Langenberg.

The rules com'te of the Merchants Exchange, headed by Thomas K. Martin, recently elected pres. of the exchange, has been working for months on new by-laws, rules and regulations for the exchange in an effort to modernize them. The members have voted unanimously to adopt 372 new provisions, repealing all the old ones that conflict with them.

At the annual election of the Merchants Exchange, held Jan. 11, the following were selected to serve for the coming year: Pres., Thomas K. Martin; first vice-pres., Eugene C. Dreyer; second vice-pres., Ward A. Brown. Directors were elected as follows: L. M. Baxter, A. H. Beardsley, W. J. Edwards, O. H. A. Kilz and P. S. Wilson. Directors whose terms expire next January are: J. O. Ballard, Julius Mayer, H. B. McCormick and M. Q. Tanner. Com'te on arbitration: J. M. Adam, J. C. Burks, E. M. Garmon, L. T. Hall, E. W. Seele. Com'te on appeals: J. J. Albrecht, J. W. Cohn, S. L. Fisher, R. F. Imbs, G. L. Kelley, P. C. Knowlton, T. M. Scott, M. E. Toberman, C. H. Williamson.

## MONTANA

Harlowton, Mont.—The Harlowton Flour Mill Co., owned by the Montana Flour Mills Co., of Great Falls, is resuming operations after having been closed since August, 1931.

Malta, Mont.—The Malta Flour Mills, reported in the Nov. 9 Journals as having been bot by Griff Pritchard, are open once more after the making of extensive repairs and machinery replacements necessary after their long idleness. Livestock and poultry feeds and flour are manufactured.

Malta, Mont.—An unsuccessful attempt was made to rob the safe in the office of the Farmers Elvtr. Co. during the night of Dec. 27. Burglars gained entrance by removing a window screen and breaking a pane of glass, but were unable to get into the safe, altho they left a long punch driven about three inches into the lock, after they had broken off a portion of the combination.

Bozeman, Mont.—The elevator and feed mill under construction here for the Bozeman Feed & Grain Co., as reported in the Journals last number, will be 162x40 feet, will have concrete foundations, be of wood construction and have a galvanized iron roof. W. M. Teslow will be general manager of the plant and H. P. Griffin will be manager of the feed department. The Northern Pacific Railway is constructing a spur to provide shipping facilities for the new plant, the contract for which has been let to the Victor Const. Co.

## NEBRASKA

Gretna, Neb.—The Cole Grain Co. is the name under which D. C. Cole is operating the elevator he recently purchased (as reported in the Dec. 14 Journals), formerly owned by the Gretna Farmers Elvtr. Co.

Stella, Neb.—The Dannen Hay & Grain Co., of St. Joseph, Mo., has bot C. A. Larimore's elevator here and is operating it under the name of the Stella Elvtr. Co., with John Argabright as manager.

Lexington, Neb.—Two children, 10 and 12 years old, were caught taking things from the Lexington Mill & Elvtr. Co.'s warehouse, on Dec. 27, and were turned over to the police. Different articles of merchandise had been disappearing from the warehouse for two weeks previous.

Anselmo, Neb.—The Crittenden Grain Co.'s elevator here closed Jan. 1 because of lack of business.

Winnebago, Neb.—Jeremiah M. Reed, formerly engaged in the grain business at this point, died unexpectedly from heart trouble at his farm home near Lincoln, where he has resided for the last eight years, on Dec. 28. He is survived by his wife, a son and a daughter.

O'Neill, Neb.—It is reported that E. D. Leach, whose elevator burned Dec. 31, as reported in the Jan. 11 Journals, will try to get another building or another location here and will open up again in the grain business soon. The elevator contained about 7,000 bus. of grain at the time of the fire. Mr. Leach had \$1,400 insurance on the building and \$2,000 on contents.

Omaha, Neb.—Three days after he was found overcome by gas in his home, Charles F. Davis, former pres. of the Iowa-Nebraska Grain Co., died in a hospital in this city on Jan. 6. He had been in the real estate business in Omaha for the past 12 years. Mr. Davis left a note about financial troubles, but physicians said a stroke suffered in the hospital caused his death.—Art Torkelson.

## NEW JERSEY

Boundbrook, N. J.—B. & O. Feed Supply Corp., incorporated; capital stock, \$125,000; incorporators: Meyer Brody, Irving Hineberg and Frank Schatzman; to deal in feed.

## NEW YORK

Messina, N. Y.—Due to the recent death of H. A. Allen, the H. A. Allen Feed Co. has quit business.

Knowlesville, N. Y.—The G. L. F. Stores, which are operating a feed mill in the Knowlesville Storage Corp. building, have installed an electro-magnetic separator ahead of their feed mill.

Spencer, N. Y.—The Grange League Federation Exchange that recently purchased the Heseltine Feed Mill and business, took possession of same on Jan. 3, placing Grover Maxwell in charge of the local business.

Buffalo, N. Y.—E. L. Voltz has purchased the flour and mill feed reconditioning and blending plant formerly operated by D. C. Ryan and will continue the business at Ohio and South streets, in the Erie Lake Warehouse.—E. L. Voltz.

New York, N. Y.—The business of J. A. Kemp & Co. will be continued by Mr. Kemp and H. B. Watson as members of the Produce Exchange and the Chicago Board of Trade, W. H. Hassinger having retired as a partner of the firm on Jan. 10.

Buffalo, N. Y.—The membership of Otto E. Auerbach in the Buffalo Corn Exchange has been transferred from the Consolidated Feed & Grain Co. (Mr. Auerbach having been former manager of its grain department) to the General Commodity Corp., Inc., a new company of which he is vice-pres. and sec'y, as reported in the Journals last number.

New York, N. Y.—The J. T. Connor Co. was formed Oct. 1 of last year with offices in the New York Produce Exchange. Associated with J. T. Connor is his elder son, James J. Mr. Connor senior was formerly the senior partner of the firm of Connor & Scudder, now dissolved. The new firm reports an extensive business in grains and feeds in the eastern states.

## NORTH DAKOTA

Sanish, N. D.—The Victoria Elvtr. Co. is enlarging its present feed grinding addition to the elevator and will install a \$9,000 flour manufacturing outfit. The opening date is set for Feb. 15 or earlier, and it is expected to operate the mill 24 hours a day.

Bismarck, N. D.—At the same time that an appropriation bill asking for \$17,700 for operation of the office of grain storage commissioner was being presented in the state senate on Jan. 12, a bill in the house asked for the abolition of the office, proposing transfer of the work of the grain commissioner to the board of railroad commissioners. One of the representatives who introduced the house bill is quoted as saying that it was an economy measure, that lack of movement of grain had made the office unnecessary and that the work could be handled by the railroad commission without additional help.



Cogswell, N. D.—G. Q. Sherer has begun the manufacture of a new all-wheat breakfast cereal.

Elgin, N. D.—The Monarch Elvtr. Co. may install electric motor if crop conditions are good in 1933.—Monarch Elvtr. Co., John Iblin, grain agent.

Arndt (Egeland p. o.), N. D.—The Arndt Grain Co.'s elevator, Messrs. Hadler and Kruchten proprietors, burned early in January. Ben H. Hadler was manager.

## OHIO

Creston, O.—The Plank Elvtr. has recently installed a Sidney Mixer.

Magnolia, O.—A. R. Elson Co. has put in a Dreadnaught corn crusher.

Seaman, O.—The Harsha Milling Co. has been taken over by C. E. Plummer.

Rossburg, O.—Wind slightly damaged the elevator of the United Grain Co. on Dec. 24.

Cincinnati, O.—The grain elevator on the farm of Ben Reisenberg, near this city, burned Jan. 7; loss, \$10,000; 3,000 bus. of grain were destroyed also.

Columbus, O.—The Columbus Grain & Hay Co. is still doing business at 607 Commerce Bldg. and according to Omer Snyder the report to the contrary is erroneous and malicious.

Genoa, O.—Herman Goldner, who was associated with his brother, Harry, in the operation of the Genoa Feed Mill, was killed recently when his automobile collided with a street car.

Vinton, O.—L. L. Arnold, owner and operator of what was once known as the Shack & Hamilton Mill, has made a deed of assignment to Hollis C. Johnston for the benefit of creditors.

Cleveland, O.—Frank S. Sheets was elected pres. of the Grain & Hay Exchange of the Cleveland Chamber of Commerce at the annual meeting recently. Other officers elected were: E. W. Kline, vice-pres.; E. E. Brott, treas.; K. L. Hardy, sec'y.

Van Wert, O.—Oats in a drier at the Van Wert Grain Co.'s plant caught fire, Jan. 13, presumably from spontaneous combustion, but firemen soon had it under control with little damage to the elevator, altho several thousand bushels of grain were burned and water-soaked.

Toledo, O.—The case of C. A. King & Co., bankrupt (of this city), v. Mattison, was decided in favor of the Chicago Board of Trade by the U. S. District Court for Ohio, the court holding that Board of Trade memberships do not constitute general assets of the estate of a bankrupt unless and until the claims of members who have filed against such memberships have first been satisfied.

Toledo, O.—The recent election of the Toledo Board of Trade resulted as follows: Pres., George D. Woodman; first vice-pres., William Savage; second vice-pres., Samuel L. Rice; treas., W. A. Boardman; sec'y, Alfred E. Schultz. Directors: Harold Anderson, J. D. Hurlbut, H. W. Applegate, Fred Mayer, O. E. M. Keller, K. D. Keilholtz, D. L. Norby, Harry Hirsch and H. R. DeVore.

Cincinnati, O.—The well known grain and hay firm of Henry W. Brown & Co. suspended business on Jan. 1 until further notice. It is believed that the company will again resume operations when conditions have improved. Edward A. Smith, who has had charge of the company's hay department for the last eight years, will continue the receiving and shipping of hay but under his own name. His mail address will be his home, at Mt. Healthy, O., a half hour's drive to the Cincinnati hay market at which place he will receive carload shipments of hay on the inspection tracks.

Westerville, O.—Due to quick and courageous work on the part of the night watchman at the Westerville Farmers Exchange Co.'s elevator, the feed mill office of the exchange was not robbed on Jan. 7, as had been planned. About 11:30 p. m. the watchman, Lee Horlocker (World War veteran with a good army record), came upon two men trying to gain admission to the office. While he had these men covered with a gun, a third bandit hit him on the back of the head with a jimmy. The watchman shot one of the men, killing him instantly, and shot one of the others in the forehead, so that he was later arrested in Columbus. The coroner's verdict was, "Justifiable homicide." If more night prowlers, who specialize in robbing isolated grain offices, were shot, the trade would not be victimized so frequently.

Bellefontaine, O.—The Alexander Feed Co. has improved its equipment by the installation of a Sidney Corn Sheller, feed mixer, an attrition mill and other equipment furnished by the Sidney Grain Mch. Co.

Green Creek (Fremont p. o.), O.—Burglars entered the Green Creek Elvtr. Co.'s elevator during the night of Jan. 15 and stole feed and seed valued at between \$50 and \$75. A truck was used to take away the stolen goods.

McGuffey, O.—Wright McConnell, son of E. E. McConnell, of Buffalo, N. Y., recently bot and is now operating the elevator here, and his brother-in-law is operating the elevator at Alger, two stations east. It was reported in the Dec. 28 Journals that the McGuffey Elvtr. Co. had been re-organized and the elevators at the two points mentioned reopened. The company has just been incorporated; capital stock, \$25,000; incorporators; W. W. McConnell, T. Q. and Marijane Graff.

## OKLAHOMA

Gage, Okla.—A grist mill has been opened at this point by Philip Milum.

Muskogee, Okla.—Eastern Elvtr. Co., incorporated; capital stock, \$5,000; incorporators: C. P. Gotwals, John T. Gibson and Millie Hurst.

Pawnee, Okla.—The Hudson Grain Co.'s elevator burned early in the morning of Jan. 14; loss on building and machinery, about \$8,000; partly insured. It will be rebuilt.

Kingfisher, Okla.—The fire damage of late November to the Bob White Flour Mills has been repaired, consisting of about 1,500 feet of new leather belting, new windows, new plaster and paint.

Hollister, Okla.—Pete Cope's feed mill and elevator and contents burned at 2 a. m. Jan. 14, from fire of unknown origin which broke out at the top of the structure. Some insurance was carried.

Tyrone, Okla.—The Liberal Elvtr. Co.'s elevator, closed last year, was re-opened on Jan. 2, having been taken over by the Security Elvtr. Co., of Hutchinson, Kan., who has placed Eldon Compton in charge as manager.

Spiro, Okla.—Dock Ellis, owner of the feed and grist mill that burned in Dec., as reported in the last number of the Journals, has installed another mill and is equipped to do all kinds of feed grinding in addition to making meal.

Guthrie, Okla.—Fire broke out in the top of the elevator of the Logan County Mill & Grain Co., on Dec. 28, believed to have been due to defective electric wiring, but firemen succeeded in extinguishing it before it gained much headway; loss, about \$40.

Wetumka, Okla.—The elevator and mill owned by H. M. Brazil, of Oklahoma City, and operated by his grandson, Buster Brazil, of this place, was almost destroyed by fire at 1:30 a. m., Sunday, Jan. 8; loss partly covered by insurance. Equipment included sheller, crusher, electric motor and other machinery.

Muskogee, Okla.—The Muskogee Mill & Elvtr. Co.'s elevator burned Jan. 9, together with 6,500 bus. of grain; loss, \$35,000; insured. Cause of fire unknown. It was Muskogee's first fire of any consequence for over a year. The elevator will be replaced, altho not immediately. Early on Jan. 11 a warehouse that had escaped was destroyed by another fire, the origin of which was uncertain altho it was that that it might have been caused by smoldering embers from the first fire. The warehouse contained 600 bus. of corn, a corn sheller, seed corn plant and two electric motors; loss, estimated at \$2,500. J. W. S. Bower, head of the Muskogee Co., has obtained a lease on the Arkoma Grain Co.'s plant directly opposite his property and business will be carried on at the leased property temporarily.

El Reno, Okla.—W. H. Boon, manager of the Canadian Mill & Elvtr. Co.'s elevator here, returned late in December from Rochester, Minn., where he has been undergoing treatment in the Mayo Hospital. He is said to be considerably improved.

## PACIFIC NORTHWEST

Portland, Ore.—Stock of the Buchanan-Cellers Grain Co. was damaged by fire of unknown cause on Jan. 4.

Portland, Ore.—Max Gehlhar, head of the state department of agriculture, recommended to the agricultural com'te of the state grange that met in this city Jan. 14, that either all compulsory grading be abolished in Portland or that truckload lots be included.

Tacoma, Wash.—Safecrackers obtained about \$100 in cash from the office of the Kenworthy Grain & Milling Co. early Sunday morning, Jan. 8. The robbers crawled under the flooring of the building to a point where they kicked out several boards in the wall. They knocked the combination off the safe and forced the inner doors with punches.

Seattle, Wash.—Phil Benedict, local manager for Kerr Gifford & Co., died in one of the hospitals of this city on Jan. 10, following an operation for gall bladder trouble performed three days previously. Mr. Benedict has been well known to grain men of the Pacific Northwest for the past 30 years, 15 of which have been spent with Kerr Gifford & Co. He is survived by his widow and two daughters.

The present peddlers law in Washington may be amended in order to protect dealers in farm products. The proposed amendment reads in part as follows: "Every peddler, whether principal or agent, shall, before commencing business in any county of the state, make application in writing and under oath to the county treasurer for the county in which he proposes to make sales, for a county license," the fee for which, as proposed, shall be: Peddler on foot \$100, peddler with one horse and a wagon \$150, peddler with two horses and a wagon \$250 and peddler with any other conveyance \$300.

## PENNSYLVANIA

Pittsburgh, Pa.—Following the resignation of L. C. Newsome, pres. of the Newsome Feed & Grain Co., E. J. Dougherty has been elected to succeed him in that office.

## SOUTH DAKOTA

Agar, S. D.—The Atlas Elvtr. Co.'s elevator burned Jan. 20.

White, S. D.—Argold Milling Co., incorporated; capital stock, \$2,000; incorporators: Edna B., Lawrence B. and H. B. McKibben.

Canning, S. D.—The Canning Grain Co. (an old, established company) has been incorporated; capital stock, \$2,500; incorporators: W. S. Leeper, W. Leeper and M. Harry O'Brien.

Rowena, S. D.—The roof of the office and one side of the elevator owned by William Eggers and Thomas Iverson were slightly damaged by fire recently, believed to have been caused by a defective chimney.

## SOUTHEAST

Williston, Fla.—A \$25,000 feed mill is under construction here, to have a capacity of 30 tons per day.

Clarksburg, W. Va.—The writer was associated with Jesse C. Stewart Co. for the past 22 years and had charge of its Clarksburg office. The company withdrew from Clarksburg Aug. 1, and the writer continued the business.—A. C. Sturtevant & Co., by A. C. Sturtevant.

**Specialists in Ventilating Grain Elevator  
Legs and Grain Storage Bins**

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BUILDING PRODUCTS BUILDING PRODUCTS  
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District offices in Chicago, St. Louis, Minneapolis and other large Cities  
ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF



## TENNESSEE

Memphis, Tenn.—All assets of the Memphis Elvtr. Co. were sold to H. R. Schwarzkopf, vice-pres., for \$1,550 cash, on Jan. 13, by W. Curtis Pope, receiver.

Memphis, Tenn.—At the annual election of the Merchants Exchange, held Jan. 14, John M. Trenholm was elected pres., and Charles G. Carter was elected vice-pres., neither having any opposition. Directors were chosen as follows: S. F. Clark, C. E. Coe, L. P. Cook, L. B. Lovitt, E. P. Lindsey, H. B. McCoy, C. P. Reid and W. R. Smith-Vaniz.

## TEXAS

Mineral Wells, Tex.—C. S. Mathis, of the Mineral Wells Warehouse & Storage Co., recently installed a hammer mill and is now prepared to grind any kind of feed or to mix any formula.

McAllen, Tex.—The Josey Miller Grain Co., whose headquarters are at Beaumont, has opened a branch at this point, located in the west end of the Missouri Pacific freight depot. Both wholesale and retail sales will be handled by the new branch.

## UTAH

Honeyville, Utah—Jensen Bros. Milling Co., of Brigham City, which purchased the building and machinery of the flour mill here, is remodeling the plant and installing up-to-date machinery. Flour milling is expected to start some time in February.

Morgan, Utah—Dale Pingree, owner of the old Pingree-Anderson millsite, early this month started the erection of a building to house a modern 100-barrel mill. The old mill burned a year ago. Instead of waterpower, the new mill will be operated by electricity.

## WISCONSIN

Milwaukee, Wis.—Mrs. Violet Keefe, mother of Leonard J. Keefe, Milwaukee grain man, died at her home in this city Jan. 10.

Beldenville, Wis.—The loss sustained by the Junkman Elvtr. Co., whose elevator burned late Dec. 31 or early Jan. 1, was estimated at \$8,000. Building and contents were destroyed.

Milwaukee, Wis.—The Milwaukee Grain & Stock Exchange adjourned its business session at 11 o'clock on Saturday, Jan. 7, out of respect to the memory of Former Pres. Calvin Coolidge.

Redgranite, Wis.—A hammer mill has been installed in the Groth Garage Bldg., which M. L. Howard and his son Howard have rented for the purpose, and feeds will be manufactured.

Chilton, Wis.—Charles Jensen, a resident of Chilton for 50 years, died at the home of his son Arthur Dec. 28, following an illness of seven weeks. Mr. Jensen was grain buyer for Knauf & Tesch Co. for many years, later acting in the same capacity for the Chilton Malting Co. His only survivor is a son, A. C. Jensen.

## WYOMING

Burns, Wyo.—We have sold our elevator and warehouses to the Burns Elvtr. Co., a new concern here managed by Albert Schliske.—Farmers Elvtr. & Milling Co., by Charles O. Lyon, pres.

"Camouflage!" asserts Prof. James E. Boyle of the farm board report. "It subtly gives the false impression that the major work of the board has been its aid to co-operative marketing. However, the critical reader will discover, hidden away in the statistical tables at the end of the report that the board has advanced its funds as follows: Cotton speculation, \$160,848,893; wheat speculation, \$500,262,346; all other purposes, \$357,000,000. That is, 65% of the board's activities have been in the so-called stabilization operations in wheat and cotton. . . . Co-operative marketing has been a minor activity of the board. Evidence available shows that the board has lost more money in its speculative stabilization operations than it has used for all other purposes. . . ."

## Government Loans Hurting Farmers' Credit

A farmer who has been granted a loan by one of the numerous federal agencies forcing money on him at low interest is not a good credit risk for the merchants with whom he has been accustomed to deal for years past, and who have been in the habit of making advances of cash or supplies to him to help him make a crop.

In order to obtain a crop production loan the Regional Agricultural Credit Corporation requires that:

Applicant must use the approved blank form and attach a financial statement and an operating budget.

Must give a crop mortgage on the growing crop and a lien on the 1933 summer fallow.

Must give chattel mortgage on livestock and farming equipment.

Must obtain an easement or agreement from holder of real estate mortgage covering 2-year crop to prevent mortgage holder from securing prior lien on crop thru foreclosure of real estate.

Must file agreement with tractor or implement dealer for use of equipment thru crop period where installment payments are due or to become due.

Must file landlord's waiver including postponement of rent or time of payments until after harvest.

All present liens on equipment and chattels, except that of implement dealer, must be subordinated.

The crop area must be supported by an equal acreage of summer fallow.

The cost of title search and recording of mortgage are paid by the borrower and amount to about \$5.

The loan will cover and start with the cost of the seed and seeding, varying in different localities, and will be increased at intervals during the farming operations to cover the cost of summer fallowing, repairs and harvesting, including sacks and twine. Advances will not be made in excess of the actual cost of operations and will not include taxes, rents, interest on mortgages, life insurance premiums or other indebtedness or living expenses.

With wheat selling for 10 cents a bushel on the Camas Prairie 50 bushels would be required to pay the recording fee and examination of title.

The federal authority does not demand a release of the thresher's lien. This is not an oversight. If refused his lien the thresher will refuse to go on the farm and the crop can rot, to the loss of all concerned.

A grain dealer would be ashamed to request of the borrower the complete surrender of his assets insisted upon by the Federal Government Shylocks.

CAREFUL GRADING by the country shipper to meet the requirements of the federal standards as interpreted by the inspector at his customary terminal market will net more cash for each carload and avoid unexpected discounts when filling sales to arrive.

Pork competes with beef on the food market but beef is not under the subsidy. If the price of pork roast were raised through the subsidy plan [of the allotment bill], then American housewives would select beef. The packers of pork would be compelled to bid down in their purchases at the stockyards or have their product driven off the market. They would bid down, setting a price low enough so that, with the subsidy, the total cost of the hogs to them would be about what the farmer would have gotten anyway. If we start these subsidies, where do we end?"—Milwaukee Journal.

## Power Rates Coming Down in Indiana

[From the report of the Power Rate Committee of the Indiana Grain Dealers Ass'n.]

At the annual meeting a year ago a Power Rate Committee was appointed by President Barr for the purpose of investigating existing power rates among grain dealers and millers and attempt to get adjustments from the various power companies. Prior to that meeting, representatives of the Public Service Co. of Indiana were invited and attended the Directors' Meeting the evening preceding the convention. After a very frank discussion of power rates, the utility interests requested that we make a statewide investigation of power rates and present a schedule of rates that we felt the grain feed and milling interests would be able to operate upon in competition with the portable feed grinders. The appointed Power Committee, with Secretary Sale, immediately broadcast a form requesting certain information relative to existing power rates and after the return of these forms, the same was compiled and an average equitable rate determined and presented to the Public Service Co. The rate we proposed for the first one thousand K. W. H. consisted of the following schedule:

	Cts.
First 100 K. W. H. per month at .....	.05
Second 200 K. W. H. per month at .....	.04
Next 300 K. W. H. per month at .....	.035
Next 400 K. W. H. per month at .....	.03

This schedule was carried on down in the larger amounts of consumption of power at graduated rates. We proposed a minimum horse power charge of 50c per H. P. connected load to and including 50 H. P. All over that on the basis of 25c per H. P.

Within a few days announcement came out of a new schedule of rates offered by the Public Service Co. of Indiana on their own lines which generally speaking comprises the south half of Indiana. This schedule has since been commonly known as the "South System" schedule. In comparing this schedule of power rates with the schedule submitted by this Association, we find that for the first 1,000 K. W. H., the average per K. W. H. on the "South System" was .0395c as against an average of .0355c for the same consumption on the schedule offered by us. The schedule of reduced power rates offered to the south half of the state meant a material reduction in about 94% of the power users. It has proven satisfactory as a whole and it is hoped that the schedule will be established permanently.

Following the establishment of the "South System" schedule, your committee made an effort with the utility interests to establish a similar or a slightly reduced uniform schedule of power rates in the northern half of Indiana. It was during these negotiations that the Federal Court rendered a decision setting forth that any utility in fixing a rate for any community must use as a basis of valuation only the property "used and useful" in the community and not the utility system as a whole. I might add here that just a few days ago the U. S. Supreme Court affirmed the decision of the District Court, which case was taken to it by the Public Service Commission of Indiana. This test case involved electric rates in Martinsville, Ind. Obviously the decision of the Martinsville case, by the District Court, prevented our efforts in obtaining or even requesting uniform schedule of power rates in the northern half of the state.

The next step taken was by Secretary Sale in checking over a comparison of rates existing in northern Indiana with a "Block" schedule of rates which is available as optional in many cities in this territory. It was found that substituting this "block" system for existing rates, would not be any reduction in a large number of cases, but to the contrary, it would mean slight advances.

Continued close relations and efforts were made between this Association and the utility officers in the hope of obtaining relief on rates which had not been reduced. We know it is the desire on the part of the Utility Companies to establish uniform power rates throughout Indiana and that action is what we would like very much to see. We have good reason to believe that a uniform schedule of power rates throughout the northern part of the state would have been voluntarily offered by the utilities several months ago, had it not been for this rate litigation in the courts, financial difficulties and heavy losses in the number of customers, as well as an enormous shrinkage in power consumption due to economic conditions.

We feel that the efforts of the Association, and this Committee, have resulted in great good to many in the grain, feed and milling business. There is still much to be done, particularly in obtaining further reductions throughout the northern part of the state. Unless relief is soon granted many will be forced to discontinue electricity for power purposes entirely and install gasoline or diesel engines.



## Grain Carriers

Steamship interests are urging the government to sell its Panama steamship line, which last year cost the taxpayers a deficit of \$297,079.

Group J rates on grain and products from Texas stations to California again will apply, the I. C. C. having vacated the suspension in docket 3700.

The National Hay Ass'n will petition the Interstate Commerce Commission for an investigation as to the proper rating on hay in official classification territory.

Wheat Shipments thru the Panama Canal from the Pacific to the Atlantic in November were the largest in a month for nearly four years, having been 253,246 long tons.

Harold L. Gray, of Crawfordsville, Ind., has succeeded Henry L. Goemann, resigned, as chairman of the transportation com'te of the Grain & Feed Dealers National Ass'n.

Abandonment of 222 miles of track was authorized by the Interstate Commerce Commission in November; and in the last three years nearly 3,000 miles has been scrapped.

The Northwest Shippers Advisory Board will meet Jan. 31 at the Hotel Radisson, Minneapolis, Minn., and the Southwest Board Mar. 2 at the Plaza Hotel, San Antonio, Tex.

A bill to regulate motor vehicles is being prepared by the American Highway Freight Ass'n, composed of truck operators, to protect themselves from the competition of fly-by-nights.

Huntsville, Ala.—Hearing of the petition of 30 grain merchants of Alabama and Tennessee for lower rates was concluded Jan. 11 by Examiner A. G. Haggerty of the Interstate Commerce Commission.

Canadian grain shippers have petitioned the Canadian National and the Canadian Pacific Railroads to grant a reduction of 20 per cent in the all rail and lake and rail rate on grain from Fort William to points east.

The Interstate Commerce Commission has dismissed the complaint by Alfred J. Poor in Docket 25212, holding that the rates on wheat and corn from Chapman, Kan., to Kansas City were not unreasonable or unduly prejudicial.

Last year 65% of Michigan's fruit and vegetable crop was shipped by truck, and a large part by small merchant truckers, or fly-by-nights, said F. B. Hibst, a v. p. of the American Fruit & Vegetable Shippers Ass'n.

Cars loaded with grain and grain products for the week ending Jan. 7 were 24,108, against 27,492 for the like week of 1932. For the calendar year the movement aggregated 1,653,076, against the 5-year high of 2,512,937 cars in 1928.

The time limit for reshipment of flaxseed, flaxseed screenings, screenings or their products has been extended to two years and ten months from date of bills between Feb. 20, 1930, and Apr. 1, 1931, if presented to agent for stamping not more than 30 days prior to expiration, in Circular No. 19-E of the Western Trunk Lines, effective Feb. 20, 1933.

**If You Want More Information** about changes in freight rates and service charges prescribed by the Interstate Commerce Commission for application on grain and grain products, pin a dollar bill to your letterhead for a trial subscription to THE TRAFFIC WORLD (next five issues). Tells you each week what new rates have been proposed by shippers and carriers, reports all important hearings, and gives you the outcome of each case weeks in advance of effective date of the new rates. Standard equipment in railroad offices and traffic departments for 25 years. Regular price, \$10.00 a year. Published by Traffic Service Corporation, 418 South Market Street, Chicago, Illinois. (Adv.)

The Interstate Commerce Commission on Jan. 19 denied the request of the Chicago Board of Trade and other grain exchanges that the Western grain freight case be dismissed.

A refund is payable on grain or grain products to Texas Gulf ports for export coast-wise movement on which a higher rate was paid than the intrastate domestic rate—in other words, there are several stations, especially in Central Texas, where the export rate is higher than the domestic rate, and if shippers have exported anything in the past two years, they can send freight bills to the traffic department of the Texas Grain Dealers Ass'n for the filing of claim.

The M. K. T. of Texas, the T. & N. O., Cotton Belt, and T. & P. increased their interstate terminal switching charges at Fort Worth, Dallas, Waco and Wichita Falls to \$8.10 per car where they had been less. Dallas and Fort Worth becoming interested, secured suspension of this increase and at the same time filed formal complaint against the absorption limitations carried in the tariffs of the Santa Fe, Rock Island, Frisco, and F. W. & D. C. The suspension case and the informal complaint, both had a hearing at the Texas Hotel on Wednesday, Jan. 18, at Fort Worth.

### From Abroad

Bulgaria proposes to prohibit the further exportation of wheat.

India has re-entered the wheat market by purchases of Australian.

Austria and Hungary in a trade treaty provide for delivery of 50,000 tons of bread grain to Austria.

Germany will include rice and rice feeding meal in the same monopoly controlling corn and dari.

Japan's rice duty of 42c per 264.56 lbs., at present rate of exchange, is to be continued for another year.

India's flaxseed acreage is officially estimated at 2,483,000; against 2,580,000 in 1932, and 2,999,000 in 1931.

Brazil has destroyed more than one billion pounds of coffee during the last year, or 40% of the annual consumption.

New Zealand is establishing a wheat purchase board to maintain the value of wheat at \$1.06 per bushel domestic and 60 cents export by operation of a compulsory pool.

The London Corn Exchange since Jan. 1 has been closed to the public on market days. Buyers are admitted on payment of 10s per year. Insurance agents and wharfingers are admitted on payment of £10 10s per year.

The Corn Pool of the Co-operative Society at Reitz, Orange Free State, sustained a loss of over \$300,000 on last year's operations, having advanced 7s 6d per bag to members, who now will be assessed 3s 7d to make up the deficiency. They have no U. S. Agricultural Marketing Act by which to shift their loss to the taxpayers.

Russia on Jan. 20 canceled the present grain collecting system and substituted a grain tax in kind under which the farmers will know in advance that the government will take so much and no more. The tax will be a percentage of the crop from each hectare (2.47 acres) ranging from 3.3% to 0.5% instead of the 30% hitherto demanded.

Considerable trouble to the Central Argentine Railway's services is being caused by the locusts against which various methods have been used with little result. The lines principally affected are those in the provinces of Buenos Aires, Santa Fe, and Cordoba, where the swarms of locusts often settle on the rails, causing important delays.—Times of Argentina.

Nothing would so hearten the nation and hurry millions back into productive employment as a 50 per cent cut in government expenses for a period of two years. There is a growing feeling that besides eliminating the scores of unnecessary boards and bureaus and consolidating others, all the permanent governmental department could well be reduced to skeleton forces for a period of two years without harm to the nation, but with distinct benefit by way of re-establishing for once and all the credit strength of the government. Business, from the largest corporations down to the smallest merchant, has been functioning with skeleton forces only and with its normal workers in idleness. The question is being asked why the government payrollers should be blessed beyond all other groups of society.—Peter B. Carey, Pres. Chicago Board of Trade, before Northwest Country Elevator Ass'n.



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## GRAIN DRYING

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# Field Seeds

**San Jose, Cal.**—The Kimberlin Seed Co. has removed its offices to the Auzerals Bldg.

**Alfalfa seed** promises to become one of the leading crops of the Burnt River Valley, Oregon.

**Madison, Wis.**—The annual state grain show will be held at the College of Agriculture Jan. 30 to Feb. 3.

**Eminence, Ky.**—The Kentucky Lespedeza Growers Ass'n has been incorporated to market seed of members.

**Bloomfield, Ia.**—Floyd Brown has engaged in the seed and wool business following his retirement from the office of county treasurer.

**Louisville, Ky.**—Powell Seed Co. filed a voluntary petition in bankruptcy on Dec. 22, listing assets at \$1,614 and liabilities at \$1,662.

**Wabasha, Minn.**—The Worthington Seed Co. will continue to operate under that name altho it has been taken over by the J. G. Dill Co.

**Gregory, S. D.**—A branch of the Werz Seed Co. of Sioux City, Ia., has been established here under the management of L. L. Rundall.

**Eugene, Ore.**—The Lane County Feed & Seed Co. has been formed by Clyde Sawyer and Grant Yates, who have acquired a place of business.

**Lafayette, Ind.**—Elmer Smith, residing near Worthington, was awarded the reserve championship for his peck of soybeans at the state grain show.

**New York, N. Y.**—E. A. Boylan, manager of the New York branch of Vaughan's Seed Store, died Jan. 6. He will be succeeded by John C. Vaughan.

**Ames, Ia.**—The annual corn show will be held here Feb. 6 to 10, and the premium list may be obtained by writing to Joe L. Robinson, sec'y, Ames, Ia.

**Clanton, Ala.**—The seed and feed business and the cream testing station of the Chilton County Farm Bureau has been taken over by Evan Parrish of the Southern Seed & Plant Co.

**Fremont, Neb.**—The loss on stock of the Western Seed & Irrigation Co. by the fire of Jan. 3 is \$20,000, and on machinery \$45,000. The company erected the building 30 years ago. The company carries a large stock at Rocky Ford, Colo., and will continue its business from its houses at Valley and Waterloo.

**Decorah, Ia.**—Burton H. Adams, proprietor of the Adams Seed Co., died Jan. 8, aged 53 years, of pneumonia. He was born in Decorah. He is survived by his father, N. H. Adams, his wife, and a daughter, Helen.

**Growers** of soybeans for seed are showing an increasing tendency to dispose of their entire crop to seed dealers, leaving to dealers the trouble and expense of marketing the seed, is the finding of the Ill. Agr. Exp. Sta.

The **University of Wisconsin** announces development and perfection of a new strain of barley, especially adapted to making beer. It is reported to have passed rigid brewing and malting tests by Milwaukee and Chicago maltsters.

**Chicago, Ill.**—At a meeting of the executive com'tee of the American Seed Trade Ass'n on Jan. 7 the dates for the annual convention were set for June 27, 28 and 29, at the Sherman Hotel, Chicago. The Farm Seed Group will hold its meeting at the same place June 26.

**Washington, D. C.**—Thirty-nine plant patents have been granted under the amended patent statute of May, 1930, whereby patent rights are issued to the inventors or originators of distinct and new varieties of asexually propagated plants other than tubers. Most of them are in the horticultural field.

**Ada, Minn.**—The Ada Seed House and the local business of the Pillsbury Flour Mills Co. have been combined as the Ada Seed & Feed House by Emil Wanger acquiring the interest of R. H. Bevers in the seed house and David Johnson purchasing the Pillsbury business of which he has been manager.

**Longmont, Colo.**—Over 30,000 lbs. of Club Mariot, a new variety of bearded barley, will be distributed to growers in Boulder county in lots of 100 and 200 lbs. for spring planting. This variety is reputed to have been successfully grown on the Sahara desert and does exceptionally well under adverse drouth conditions in many climates. Tests indicate it thrives under limited irrigation. It is a brewing barley.

**Portland, Ore.**—The A. M. Hand Seed Co. suffered \$20,000 loss by fire and water Jan. 4, starting in the seed cleaning department, which fortunately was separated by fire walls from other parts of the plant, so that business continues. Loss on cleaning machinery, \$6,000; on milling machinery, \$3,000. The building was owned jointly with the Jenks-White Seed Co. of Salem, which had one carload of clover seed damaged by water.

**Indianapolis, Ind.**—Fred W. Camper, well known to Indiana seed buyers, and more recently associated with the Ross Seed Co., of Louisville, Ky., became connected with the Indiana Seed Co., subsidiary of K. & A. Seed Co. of Fort Wayne, Ind., on Jan. 1. Fred has left for the south on a business trip. E. L. (Car-A-Minute) Floyd left Albert Dickinson Co., Chicago, to become supervisor for Indiana Seed Co. on July 1 of last year. Mr. Burge is still with the company in an executive capacity.

**Madison, Wis.**—Many samples of seed examined recently in the state seed laboratory have been found to contain noxious weed seeds. A warning against the purchase of bargain seeds without checking their quality has been issued by A. L. Stone, director of the seed and weed division of the department of agriculture and markets, who says "the lack of ready money is bound to tempt many farmers to try the bargain seeds which will be lower in price than those offered by their own dealers." There is no objection to buying seeds at the lowest price for which they can be obtained provided the seed is of good quality, but farmers who wish to buy seeds as cheaply as they can should send a sample in advance to the State Seed Laboratory, Agronomy Building, Madison, for an examination. Such examinations are made free of charge.

## Farmer's Own Seed Inferior

Unfortunately samples of seed submitted by farmers to the seed laboratory at the college for testing have proved to be lower in purity than the average samples submitted by grain dealers. This condition is partly because of the lack of facilities on the farm for cleaning seed and also lack of attention to production of high quality of seed, says R. H. Porter, head of the Iowa State College Seed Laboratory.

Production of good seed is primarily the farmer's responsibility. In producing it, he not only provides a valuable service to his community and the agriculture of the state, but benefits himself.

Practice of crop rotation, carrying out a good soil building program, reducing weeds by frequent harrowing of infested land in the spring to destroy germinating seeds, clean cultivation of cultivated crops, fall plowing when possible, and refusal to cut for seed areas infested with noxious weeds aid in producing good seed.

## Hybrids Produce Highest Yields

The highest yielding varieties of corn in the 1932 co-operative tests conducted on eastern Nebraska farms by the state extension service, county farm bureaus, farmers, and the Nebraska experiment station were all hybrids. Out of the 35 different open pollinated varieties and hybrids used, the 18 highest producers were hybrids. The five best hybrids yielded 29 per cent more than the five best open pollinated varieties. In addition to making higher yields, the better hybrids were outstanding in strength of stalk, uniformity of stalk, height of ear and type of ear, and in general quality of the grain.

The five best hybrids averaged 67.88 bus. per acre, and the five best open pollinated varieties averaged 52.22 bus. per acre, thus showing an advantage of 15.66 bus. per acre in favor of the best hybrids. The hybrids in general averaged 57.09 bus. per acre, almost 7 bus. more per acre than the average for all of the open pollinated varieties used. The best open pollinated variety proved to be Krug. It yielded 54.52 bus. per acre, and its stalks stood up as well as any of the other varieties and better than most of them.

## Directory

### Grass and Field Seed Dealers

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA

Council Bluffs Seed Co., seed corn.

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

#### WAMEGO, KAN.

Wamego Seed & Elev. Co., alfalfa & seed corn.

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

### Clover and Timothy Seeds

GET IN TOUCH WITH US

## SEED CORN

Hand Picked, Sorted, Butted and Tipped—95% to 100% Germination. Car Lots or Assorted Car Lots. White Pearl, Silver Mine, Red Cob White, Reid's Yellow Dent, Leaming, Gold Mine, Hickory King. Sugar and Sweet Corn — several varieties. Prices Very Reasonable

COUNCIL BLUFFS SEED CO., Council Bluffs, Ia.



### Taxed to Support Competition

*Grain & Feed Journals:* We are acquainted with Mr. Kelley and the operations of the Farmers National Grain Corp., Seed Department, in Chicago. The writer knows an employee of the Farmers National Grain Corp. He competes with us every day in the grain and seed business, but total results indicate that he does not earn his salary. Therefore, I am compelled to pay income tax to help pay his salary in order that he may continue competing with me on a margin of profit, which will not permit me to make a profit sufficient to keep on continually paying income tax.

It can readily be seen that such a cycle can last until we taxpayers are unable to pay any more taxes and his salary ceases and business can again be established on a profitable basis.—B. A. E.

### The Government Just Another Seed House

*Grain & Feed Journals:* The Farmers National Grain Corp., Chicago, which on its letter head states: "Farmer Owned-Farmer Controlled-Co-operative," circularizes the wholesale seed trade offering various field seeds such as Red Clover, Alfalfa, Sweet Clover, Timothy, Alsike and Sudan Grass in carlots.

Further, this organization buys practically nothing from farmers, neither does it sell anything to farmers. It buys merchandise in carlots from elevator companies all over, and then endeavors to market same to the wholesale seed trade.

In what possible way it is assisting the farmer, God only knows, we do not. This special branch of this corpn. is doing nothing but an ordinary every day wholesale business in farm seeds, and is doing so to make money, pure and simple. The capital with which it operates is furnished by the very people whom it is endeavoring to put out of business; in other words, the capital is supplied by the Federal Farm Board, which is financed with our money paid in taxes.

The whole country is looking forward to a clean sweep in Washington by the Democrats, who, according to our view, hold a mandate from the people at large. It is to be hoped they will not disappoint us.

The Farm Board and all its subsidiaries should be abolished, together with the Interstate Commerce Commission, and a large number of other commissions, who with their satellites are helping to strangle recovery in business.—C. G. S.

## Books Received

**SOYBEANS AND SOYBEAN PRODUCTS.**—The supply and marketing of soybeans is completely covered in Bull. 386 of the University of Illinois Agr. Exp. Sta., Urbana, Ill.

### Insurance Notes

**Des Moines, Ia.**—The Western Grain Dealers Mutual Fire Ins. Co. has changed its name to Western Mutual Fire Ins. Co., and the articles of incorporation will be amended accordingly. All the officers were re-elected at the recent annual meeting.

The low prices that make it almost impossible for farmers to pay taxes must be raised in the opinion of the politicians of Western Canada if the provincial governments are to continue their public services. Unless the price of wheat can be raised the cost of government must be lowered, hence the politicians have a selfish interest in copying any scheme of the United States to levy a tax on millers' purchases of wheat. Unfortunately most of the Canadian crop is exported.

## Supply Trade

**Momentum** is nothing more than a gradual approach to a dead stop. The firm that attempts to run on advertising momentum is doomed to disappointment.—Printers' Ink.

**Schenectady, N. Y.**—General Electric Co. is sending its friends in the trade a 1933 diary, bound in pin seal leather and containing, in addition to pages for a daily diary, valuable information on many subjects. The book also contains maps of all countries and the population of the principal cities.

**Norfolk Downs, Mass.**—Altho license has been granted to the Stephens-Adamson Mfg. Co. to manufacture and sell the Redler Conveyor in this country, the Pneumatic Scale Corp., parent company of the Redler Conveyor Co., retains sales rights in the grain and flour industries. The license to Stephens-Adamson is exclusive insofar as the manufacturing rights are concerned.

**Schenectady, N. Y.**—Frank H. Gale, manager of conventions and exhibits of the General Electric Co., has been retired at his request after 43 years of service with the company. L. W. Shugg has been appointed division manager of the publicity department to succeed Mr. Gale in charge of that work. Mr. Gale will continue as sec'y-treas. of the National Electric Light Ass'n exhibitors' committee, and will also have general charge of arrangements for the General Electric Company's participation in the Century of Progress Exposition, Chicago, until it is opened to the public in June.

### Avoiding Bobbitt Dust Collector Patent

In his dust collector patent Robert L. Bobbitt specified a proportion of approximately 3 to 1, 1 being the width of the cone and 3 the length of the cone from its widest part to the tip of the apex. In court the judge allowed Bobbitt to include a proportion of 3½ to 1, as being "approximate."

Dust collectors with cones longer than 3½ or shorter than 3 to 1 do not infringe his patent.

The Millers National Federation is fighting the battle of the millers in the courts and has expended \$13,000 in the litigation, and will continue the resistance to his demands in the higher courts, with a good chance of success, having produced in evidence a dust collector in use five years before his patent was granted, with a cone 3¼ to 1.

Representatives of the plaintiff have been writing dunning letters to millers, but no attention need be paid to these demands until after the disposal of the pending appeal in the U. S. Circuit Court.

**Refusal of the British government** to allow the 6% preference on Canadian wheat shipped thru U. S. ports was the subject of a protest filed Jan. 11 with the state department at Washington by a delegation of grain shippers.

**Broomhall's** new chart of world wheat prices, based on Strassburg quotations, shows that wheat ruled from 20c to \$1.25 a bu. from 1400 to 1600, the low being in about 1510. From 75c in 1630, the Strassburg price rose to \$3.10 in 1640 and in the next fifteen years dropped to about 30c. From 1660 to 1795 English wheat prices ranged from 60c to \$2.40. Near the close of the Napoleonic wars in 1815 it rose to \$3.75, followed by an irregular decline that carried prices in Liverpool down to about 65c in 1890. During the World War, 1914 to 1918, wheat rose from \$1.10 to about \$3.

## Reduce Your Telegraph Bills



In cutting your expenses have you taken into consideration your telegraph bill can be reduced at least one-half, at the same time your messages can be made more explicit? A true economy.

This can be accomplished by using the Universal Grain Code, a code designed expressly for the grain and feed trades; arranged alphabetically and contains no ambiguities. The Universal contains 14,949 code words for the entire range of present day trade terms, including words for U. S. wheat, corn and oats grades. Its simplicity and convenience of arrangement appeals at once to the progressive grain dealer as well as to the flour and feed miller.

Printed on durable bond paper, 150 pages, 7x4½ inches, substantially bound in flexible leather, Price \$3.00; weight, 5 ounces. BOOK paper, board covers, \$1.00 per copy, six for \$5.00, plus postage.

(The first dealer to order six can have the codes at half price.)

## Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

## Bond Held to Blanket All Elevators?

The Maryland Casualty Co. went on the bond of the Wheat Growers Elevator Co., for its 59 elevators in North Dakota, and the elevator company turned its elevators over to the North Dakota Board of Railroad Commissioners when it failed.

In winding up the affairs of the elevators some were found to have an overage and others a shortage. The bond on each elevator was \$5,000, but at elevators where the loss exceeded \$5,000 the state railroad commission undertook to apply the bond given for elevators where the loss was less than that. The casualty company is objecting that each elevator should be treated as an individual case, and will appeal from the decision of the district court at Bismarck in favor of the railroad commissioners.

## Inspection and Expiration of Contract

Grubb Grain Co., Topeka, Kan., plaintiff, v. Gillette Grain Co., Nashville, Tenn., defendant, before Arbitration Appeals Com'te of the Grain and Feed Dealers National Ass'n, composed of W. W. Manning, Geo. E. Booth, Jno. S. Green and Mark Steele.

Appeal from award by Arbitration Com'te No. 5 in favor of Grubb Grain Co. for \$529.20, the Gillette Grain Co. appealing.

This controversy involves five cars of corn sold the defendant by the plaintiff which were rejected as not properly applying on contracts. Under agreement, drafts were reduced and shipments were taken to account at a total net reduction of \$529.20, this difference to be arbitrated.

These sales were made by the Grubb Grain Co., Topeka, on various dates for a specified time of shipment, "destination weights, Kansas official grades." Shipments were made from points in Kansas and Nebraska to intermediate points and apparently before expiration of dates of the respective contracts, these ladings were surrendered and new ladings taken out with a notation "stop at Topeka for inspection." Some of the Topeka inspection certificates were dated after expiration of time limit on the respective contracts.

The defendant maintains that none of the

cars would apply on contracts, as he had a right to expect shipments from Topeka, as a terminal market, under the following rules:

Rule No. 25. "Terminal Market Sales: Sales made out of terminal markets for a specified number of days shipment, shall be filled with shipments from the points from which sold, unless otherwise agreed or understood at the time of trade."

Rule No. 5. "Grain to apply on a sale for shipment must be actually loaded, and billing instructions must be furnished the railroad company in accordance with the custom then in vogue at shipping point."

And further, that three of the cars carrying certificates dated, after expiration of contracts were not applicable as diversion could not be complete until inspection was made.

The plaintiff contends that these shipments were handled in the same manner as many previous sales to the same party, that he has no elevator at Topeka, and that Topeka is not a terminal market. Also that Bs/L were, in all cases, surrendered, and diversions accomplished within contract time.

No definition or designation has ever been made in our trade rules, as to what is a "terminal market" and we will not undertake to state here what constitutes a terminal market further than to say that we would not consider Topeka, Kan., a terminal market, which eliminates that feature from the controversy.

The evidence submitted shows that numerous trades over a long period of time have been made between these parties which have been filled in the same general way, without complaint, and while there is no definite evidence to show that some of these cars passed the inspection point after expiration of contract time, there is sufficient evidence to justify that inference.

Also, there is no rule of the ass'n requiring that diversion shall be accomplished within the life of the contract, though on trades in the middle west arbitration com'tes have generally held that diversion must be accomplished within the life of the contract.

We therefore are of the opinion that a late inspection date is not necessarily a vital defect, and that the evidence is not conclusive, in any event, that diversion was not accomplished until after the expiration of respective contracts; also that the defendant in this instance knew, or should have known, from experience, the manner in which these sales would be handled. We therefore affirm award of Com'te No. 5 for \$529.20 in favor of the Grubb Grain Co. and against the Gillette Grain Co. and we assess the cost of the arbitration and appeal against the defendant.

Grain well bought is half sold.



Car Loader and Elevator in Rear of M. A. McNeal's General Store at Watson, Mo.

## Brokerage Earned?

Ervine & Bishop of Houston, Tex., thru a broker sold a car of oats that was rejected by the Miami Cash Feed Store, Miami, Fla., altho the Houston official certificate graded them No. 3. To handle the car a \$40 allowance was demanded. Feeling that the broker was not earning his pay thru failure to persuade his customer to take the car at contract price Ervine & Bishop demurred at paying the \$10 brokerage; but when the matter was placed before S. P. Mason, chairman of the Trade Rules Committee of the Grain and Feed Dealers National Ass'n he wrote them as follows:

It is my opinion on the broader principle involved that the broker, in the absence of collusion or fraud, would be entitled to brokerage on a trade of this sort.

Under our rules and thru custom of the trade, brokerage is due when the contract is accepted by the principals to the transaction and I believe that even tho later the buyer should default on the entire contract, that the broker would be technically entitled to the brokerage, provided there was no collusion or fraud on his part.

I realize that this may work an injustice in some instances, but on the whole, it has proven to be a fair method between the seller and broker.

Calendar of the Miner-Hillard Milling Co., Wilkes-Barre, Pa., is in three colors of ink and chronicles the establishment of the company in 1795.

The Federal Land Banks during the first 8 months of 1932 recovered from sale of farms 74% of their investment; and the 12 banks have granted extensions to 57,000 farmers.

## Loads Cars for Farmers

M. A. McNeal, manager of the McNeal Mercantile Co., at Watson, Mo., in the rear of his general store has an elevator equipped with a Fairbanks Automatic Scale in the cupola and a car loading blower driven by a 15-h.p. electric motor that blows the grain 15 ft., and back to any point in the box car.

Mr. McNeal is proud of his modest equipment, claiming that one man in one day can weigh and load and do all the work of shipping two 80,000 capacity cars. For this service he charges the farmer a commission of 1c per bushel. In ten days last fall he loaded 30,000 bus. of corn direct on cars in 10 days at an estimated cost of 1/5 cent per bushel, including labor and power. He believes the up-keep would make the cost run over a year to an average of 1/2 cent per bushel.

Presumably the farmer pays the commission and other charges at the terminal and stands the shrinkage and any leaks in transit as well as decline in market prices when they occur.

Reduction in costs of distribution is Mr. McNeal's hobby. He writes:

"If grain merchants do not get down to low margins for handling the farmers grain finally will get legislation that will put all the middlemen out of business. We must face the facts and get our house in order. It is no use to go ahead in pride and stubbornness and choke ourselves to death.

"We must reduce costs. The railroads must reduce costs, and the government must reduce costs. Otherwise we will be the victims of our own folly in failing to recognize that a new era of economical distribution is here right now.

"Synchronize, harmonize, equalize or you will be simonized, laid away with a few kind words but with no actual regrets.

"The government is socializing industry, banking and the railroads thru the R. F. C. The government actually is buying them all thru loans. The grain business will be next if costs are not reduced."



# Feedstuffs

Number and values of livestock on farms will be reported on by the government Feb. 15.

A western feed company now offers mineralized coconut meal to cattle and dairy feeders. The principal mineral added is bone meal.

A leading rabbit feed lists  $\frac{1}{4}$  oz. of potassium iodide and 1 oz. of copper sulphate per ton as ingredients. What a job for a feed mixer!

Springfield, Mass.—Howard W. Selby, general manager of the Eastern States Farmers' Exchange, has given up that position to become manager of New England Dairies, Inc.

New York, N. Y.—The New York Poultry Show, Jan. 10 to 14, had over 3,300 birds on exhibition. Among the exhibitors was the Northwestern Yeast Co., in charge of D. E. Hale.

Williamstown, W. Va.—Lee A. Duvall, 15 years West Virginia sales manager for Quaker Oats Co., died suddenly at his home here, age 64. Surviving are his widow and five children.

Washington, D. C.—During the last quarter of 1932 139,934 tons of flaxseed were crushed, against 199,149 tons in the like period of 1931, as reported by the Department of Commerce.

Vineland, N. J.—C. F. Marsh, formerly district sales manager of the Albert Dickinson Co., is now with the Silmo Chemical Co. He will reside in Piqua, O., and travel Western Ohio and Indiana.

Olympia, Wash.—The Washington Feed Dealers Ass'n is working for two amendments to the state law, one to include all distributors and processors of feeds and the other to establish uniform sack weights.

Whitehall, Wis.—Feed millers of Trempealeau, Jackson and Buffalo Counties have formed an organization to promote the feed milling business. S. E. Lee is pres., Fred Ruseling vice pres., and Henry Van Gorden sec'y-treas.

The established dealers of Oregon are preparing a bill thru the Industrial Shippers Ass'n that will prevent a trucker from driving out to a farm and buying a load of hay, and then driving into town and selling the load to a consumer or dealer, without filing bond and first declaring his destination and paying for a permit.

Benson, Minn.—Released from the resistance of the feed being ground when the hopper became empty the grinder in the Albright Feed Mill, driven by water power, ran away Dec. 27, until the centrifugal force tore the mill apart, hurling iron in every direction, many pieces passing thru the walls of the building to a distance of 200 feet. One farmer was slightly injured. A speed governor might have prevented this disastrous accident.

## Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran and gray shorts for March delivery:

	St. Louis.		Kansas City.	
	Bran.	Shorts.	Bran.	Shorts.
Dec. 17.....	8.75	9.55	7.05	7.85
Dec. 24.....	8.60	9.25	6.65	7.75
Dec. 31.....	8.60	9.50	6.95	7.80
Jan. 7.....	9.20	9.80	7.40	8.05
Jan. 14.....	9.20	10.00	7.20	8.15
Jan. 21.....	9.15	10.00	7.25	8.10

Boston, Mass.—H. A. Bascom of this city was made treas. of the Horse Ass'n of America at a recent meeting.

Officers of 23 large cooperative dairy marketing ass'ns, meeting in Chicago, Jan. 6, representing 350,000 dairy farmers, approved a resolution seeking to protect dairymen from the consequences of the proposed domestic allotment plan. Dairy products are already within 1% of being on an export basis. It was felt enforcement of the domestic allotment plan would force many more farmers into dairying and would render present tariff schedules on dairy products ineffective thru production of a surplus beyond domestic needs.

Production of rabbits has grown into an industry in many sections of the country and grain and feed dealers have found a demand for rabbit feed. Development of rabbit feeds has not been completed. A rabbit breeder in Kansas was feeding a formula containing a high percentage of meat scrap, and wondering why the mortality in his pens ran so high, until a feed man asked him if he had ever heard of a common wild rabbit eating meat. Use of a formula that gave consideration to the natural state of the rabbit immediately showed marked improvement. Rabbit feeds now are made up largely of hulled oats, wheat, crimped whole oats, barley, ground yellow corn, corn oil cake meal, alfalfa leaf meal, cod liver oil, dried skim milk, and such items.

## Feed Inspection in Massachusetts

In Bulletin No. 64 the Massachusetts Agricultural Station reports on the work of feeding-stuffs inspection during the year ending Sept. 1, 1932.

During the past year, 1,023 brands of feed have been registered for sale by 230 manufacturers and dealers; 1,607 samples of feeding-stuffs have been collected and subjected to analysis; 135 dealers located in 79 towns and cities have been visited by the feed inspector at least once.

Substitution appears to be practiced to a greater extent by local mixers and small manufacturers, not always, however, with the intent to defraud, but on account of the difficulty sometimes experienced in obtaining the ingredients guaranteed.

In one instance it was found that a manufacturer who held the contract from a co-operative was substituting brewers grains for distillers grains in the dairy mixtures, and also using a cooked cereal residue in place of wheat bran. While the feeding value of the feeds was not materially reduced, cheaper products were being substituted for more valuable ones, a cash saving which should have reverted to the consumer rather than to the benefit of the manufacturer. After receiving a cash settlement, the co-operative severed its relations with this manufacturer and placed its contract elsewhere.

In several instances this same manufacturer was found to have substituted a cooked cereal residue for wheat bran in his own line of feeds.

One dealer was found to have substituted an oat residue, wholly or in part, for ground oats in a poultry mash mixed to customer's order.

Feedstuffs on the whole appeared to be true to their ingredient guarantees.

Constant over-bidding breeds disaster.

## Modification of Alabama Law Possible

Alabama authorities have recently seized poultry scratch feeds that showed ingredients on the label amounting to less than 3% of the contents of the container (sunflower seed).

Their action was protested by E. P. MacNicol, sec'y, Southern Mixed Feed Manufacturers Ass'n. Replying to the protest, Geo. H. Marsh, supervisor, division of agricultural chemistry, Montgomery, Ala., said:

The ruling (requiring that at least 3 per cent of each ingredient designated on the analysis tag be present in mixed feed when offered for sale in that) is not new, but has been in effect for several years. Probably the reason that the ruling appears new is owing to the fact that very little work has been done to determine the percentage of ingredients present in a feed. It may be possible that the ruling needs to be modified.

We are making some investigations at present to ascertain what percentage of sunflower seed is being used in the different feeds which are being offered in this state, as well as other ingredients, and when we have completed this work we probably will be in a position to make some recommendations to the State Board of Agriculture.

Arthur, Ill.—“Buy a load of corn to burn” is a slogan adopted in Douglas and Moultrie counties where the Farm Buro believes that 40,000 bus. of corn will be used for fuel. The Farm Buro is seeking to make the movement nation wide, as a means of reducing the surplus and improving the price of corn. How impractical.

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# Poultry Feeds and Feeding

Poultry is no longer a hobby. It is a business and business discussions center around laying strains, rather than exhibition stock and show features.

Never in 50 years has the spread between egg prices and feed prices been greater. The poultry man can readily find a profit in eggs at present figures.

An Ohio poultry man houses over 1,000 birds in a "saw tooth" house. The south side of this house is a series of triangular wings, jutting out from the side of the house, like the teeth of a saw. This construction catches the first rays of sunlight in the morning and the last at night, keeping the birds on the job and production at its peak.

## Utilization of Soybean Oil Meal

Soybean oil meal is now being more generally recognized as a protein supplement than formerly, with the high quality of the protein it furnishes becoming more widely established. When the production of oil meal was greater than local consumption, the surplus was absorbed for a time by a few large manufacturers of mixed feeds. The large crushings from the 1930 soybean crop caused soybean oil meal stocks to accumulate. This accumulation was finally liquidated thru the activities of the manufacturers of mixed feeds, and thru decided reduction in price.

The farmers of the corn belt, where most of the crushing took place, did not, before 1931, use a large amount of the meal because of the high price in comparison with cottonseed meal. The situation in regard to the 1931 crop developed somewhat differently in that more effort was made to sell soybean oil meal to feeders adjacent to the mills thru pricing it on a competitive basis with cottonseed meal.

The actual amounts of soybean oil meal consumed in the United States have not been large compared with the total amount of protein concentrates used. The average consumption for the 1928, 1929, and 1930 crops was about 90,000 tons, compared with approximately 4 million tons of cottonseed meal and linseed meal. The domestic production of soybean oil meal since 1930 has increased sufficiently to offset the decrease in imports.

The domestic utilization of soybean oil meal has been largely in mixed feeds, the bulk of it going into dairy rations. Since 1930 more attention has been given to its use in special

feeds such as poultry chows, dog chows, and rabbit feeds. Crushers have also begun to cultivate the local feeding trade, where the product is used largely to balance rations in dairy and beef-cattle feeding, and to a less extent for hogs, sheep, and poultry feeding. Most of the recent importations of cake have been received on the Pacific coast, where soybean cake is used for feeding dairy and beef cattle, a practice of long standing in that region.—Ill. Ag. Exp. Sta.

## Sell Quality Chicks

BY PROF. W. B. KRUECK.

No man ever built a substantial business on a weak foundation. No poultry man ever made constructive progress with a poor class of birds.

This should be in mind when ordering baby chicks for resale. With a shortage of cash in a great many cases, and low prices for general farm grains and farm commodities, there undoubtedly will be a tendency for a great many people to purchase low priced chicks. In most cases low priced chicks have been a disappointment. Look around in your community and ask your neighbors what their results have been with cheap chicks. You will find that the majority of them were badly disappointed, while those who bought quality chicks have made some profit.

John Ruskin once said there was nothing in the world that could not be built cheaper and sold for less, but that purchasers who bought upon that basis were usually disappointed. Last spring a poultryman in the neighborhood of Peoria, Ill., bought some chicks at 16 cents apiece. A few days later he saw an opportunity to buy some chicks of the Leghorn breed for 6 cents apiece, and figured that he would be able to lower his average cost per chick and per pullet by buying some additional. Along in November this year, the 16-cent chicks were producing on a 60% basis and making him some real money. They were vigorous, good type, splendidly developed, and capable of continuing profitable. The 6-cent chicks had produced a lot of pullets that were low in vitality, small in size, had never reached 15% production, were low in vigor and had never made any profit. The feeder remarked that it was a lesson to him and that he saw the importance of producing good quality pullets by starting with good chicks.

In Nebraska recently, a farmer who had purchased so-called "cheap chicks" said he had purchased the lower priced chicks at a saving of 3 cents per chick. He sold a lot of poultry from both lots of chicks in November, but the chicks that had cost him 3 cents more brought him an average return of 13 cents more per bird when placed upon the market. The chicks had been grown in the same brooder house, under the same brooder stove, were exactly the same age, and had been handled in a similar way throughout the season. He further remarked that his mortality had been much greater on the "cheap chicks."

Folks investing in the poultry business this year, will do well to consider quality first and price last. Good chicks will mature into profitable pullets.

## Metal Sacking Bins Reduce Fire Hazards

One of the latest developments for sacking ground feeds is metal bins into which the feed collector from an air elevating system drains. These bins are sufficiently large in diameter to hold 1½ bags of ground feed per foot in height. They are easily installed, and win the approval of insurance companies because of their metal construction.

Such bins on ordinary feed grinder installations make it possible to run an entire batch of feed before doing any sacking, and reduce labor costs by utilizing the full time of one man instead of making it necessary to have one man at the grinder and one at the sacking spout.

Webster City, Ia.—Horses sold for \$1, hogs for 25 cents, and corn at 2 cents a bu. at a mortgage foreclosure sale on the Bascomb Huddleston farm here. Only one man bid on any of the property offered, altho 500 were in attendance, and the net return from the sale was \$106. The holder of the chattel mortgage will loan no more to farmers on chattel mortgage.

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## Alfalfa Meal Output Unchanged

Approximately 29,425 tons of meal was in store at mills at the first of December. This, together with the month's grindings, made an aggregate supply for December of 41,892 tons. Stocks at the close of December were about 28,418 tons. Domestic consumption accounts for practically all the difference of 13,474 tons since exports continue very small, according to the United States Bureau of Agricultural Economics.

Alfalfa meal production, United States, 1932-33 with comparisons:

Month	1932-33	1931-32	1930-31
June .....	14,112	23,688	31,165
July .....	15,113	14,954	24,680
August .....	14,906	17,404	30,570
September .....	18,734	18,933	41,974
October .....	17,894	16,944	25,959
November .....	12,491	21,164	28,921
December .....	12,467	19,515	26,987
January .....		12,606	34,375
February .....		12,521	16,564
March .....		10,516	14,217
April .....		8,747	13,095
May .....		9,561	12,666
Mo. average ...		15,546	25,098



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## Approved Formulas for Poultry Feeds

Any manufacturer using the formulas approved by the Texas College Feed Conference Board and showing on the tags or labels attached to the packages the percentage of each ingredient contained in the mixtures, may state, elsewhere than on the tags or labels, that the formulas are approved by the A. & M. College of Texas, provided that they conform in all other respects to the requirements of the Division of Feed Control Service. Approval of a formula does not mean that the College approves of any particular feed, as the manufacturer is responsible for making the proper mixture. The presentation of these approved formulas does not mean that the Texas College Feed Conference Board recommends the use of manufactured mixed feeds instead of home-mixed feeds. Which of the two should be used depends upon the cost of the mixed feeds as compared with the cost of the ingredients of the home-mixture, together with the cost of mixing, in addition to other considerations.

### Laying Mash.

The following formulas for laying mash are approved, to be fed according to directions given:

#### Laying Mash with Oyster Shell.

	Per cent
Ground yellow corn.....	20
Wheat gray shorts.....	20
50% protein meat and bone scraps.....	20
Wheat bran.....	20
Ground whole oats.....	13
Alfalfa leaf meal.....	5
Ground oyster shell.....	1
Salt.....	1

Suggested guaranteed analysis: Crude protein, 20.50%; crude fat, 3.50%; crude fiber, 7.40%; nitrogen-free extract, 44.60%.

Ground milo, ground kafir or ground wheat may be substituted for ground yellow corn, and ground whole barley may be substituted for ground whole oats.

#### Laying Mash with Buttermilk and Oyster Shell.

	Per cent
Ground yellow corn.....	20
Wheat gray shorts.....	20
Wheat bran.....	20
50% protein meat and bone scraps.....	15
Ground whole oats.....	13
Dried buttermilk.....	5
Alfalfa leaf meal.....	5
Ground oyster shell.....	1
Salt.....	1

Suggested guaranteed analysis: Crude protein, 19.50%; crude fat, 3.80%; crude fiber, 7.30%; nitrogen-free extract, 46.30%.

Ground milo, ground kafir or ground wheat may be substituted for ground yellow corn; ground whole barley may be substituted for ground whole oats, and dried skimmed milk may be substituted for dried buttermilk.

### Feeding Instructions for Laying Mash

In order to have most satisfactory results with laying hens, it is advisable to feed both scratch feed and laying mash. During the winter months hens should receive these in the proportion of about three pounds of scratch feed to two pounds of laying mash. As the season advances the proportions change until they receive two pounds of scratch feed with three pounds of laying mash during the summer season. The amount of mash consumed is influenced by the amount of grain fed.

#### Growing Mash with Oyster Shell.

The following formulas for growing mash with oyster shell are approved, to be fed according to directions given:

#### Growing Mash with Oyster Shell.

	Per cent
Ground milo.....	25
Wheat gray shorts.....	20
Wheat bran.....	20
Ground whole oats.....	15
43% protein cottonseed meal.....	8
Alfalfa leaf meal.....	5
50% protein meat and bone scraps.....	5
Ground oyster shell.....	1
Salt.....	1

Suggested guaranteed analysis: Crude protein, 17.20%; crude fat, 3.50%; crude fiber, 8.30%; nitrogen-free extract, 50.60%.

Ground kafir, ground corn or ground wheat may be substituted for ground milo and ground whole barley may be substituted for ground whole oats.

### Feeding Instructions for Growing Mash with Oyster Shell

In order to get the best results in growing stock, both scratch feed and growing mash should be fed. The exact proportions of these feeds will depend upon how rapidly the stock is to be developed. When the chickens are to be grown slowly, they require more grain and less mash.

#### Growing Mash with Oyster Shell.

	Per cent
Ground yellow corn.....	25
Wheat gray shorts.....	20
Wheat bran.....	20
Ground whole oats.....	15
Dried buttermilk.....	8
Alfalfa leaf meal.....	5
50% protein meat and bone scraps.....	5
Ground oyster shell.....	1
Salt.....	1

Suggested guaranteed analysis: Crude protein, 16.00%; crude fat, 3.60%; crude fiber, 7.40%; nitrogen-free extract, 51.60%.

Ground milo, ground kafir or ground wheat may be substituted for ground yellow corn; ground whole barley may be substituted for ground whole oats and dried skimmed milk may be substituted for dried buttermilk.

## The Allotment Bill

"A shot in the arm." Thus Representative Jones, Texas Democrat, describes his "domestic-allotment" measure for giving more money to the farmer at the cost of higher prices for bread, clothing, pork, tobacco, etc., for the rest of us.

Labor groups are upset over prospects of wage earners being taxed under the allotment bill a billion dollars extra on food and clothing to pay a farmer bonus that never would reach the farmer, but would prove of great benefit to the farm organizer.

The dairymen, with logic on their side, say that if others get a bounty, they must have a bounty also. If prices are raised on grain, then feed for the dairy herds will cost more. The next step is a subsidy on butter fat, stimulating the sale of butter substitutes.

Representative Beam of Illinois, one of two democrats who voted in committee against the allotment bill, criticized its hog provisions. "A million and a half of Chicago people are dependent on charity. Similar conditions exist everywhere. Pork is a poor man's food. Can you go back to these people and justify a 50% tax on food? It even puts a tax on charity."

"Unquestionably, the allotment plan is too complicated, involves too much direct governmental interference with the conduct of business of both the farmer and the manufacturer, to offer reasonable assurance of sound farm relief. It is a principle that should be actively and energetically opposed by the senators and representatives from the cotton-growing and manufacturing states."—Atlanta Constitution.

The allotment bill really aims to relieve the farmer "by taxing the city consumer an additional billion dollars a year," according to Henry M. Hyde, Washington correspondent of the Baltimore Evening Sun. In a dispatch about the hearing on the Jones bill before the House Committee on Agriculture, he says that, "Housewives may be interested to know that if the so-called domestic-allotment bill for farm relief is passed they will pay \$252,000,000 more a year for the flour that goes into bread."

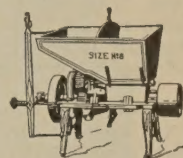
Serious objection is raised to the request of the farm board that it be allowed to compromise its claims against certain co-operative marketing organizations who now are unable to pay in full. The board says that by calling its loans it would have "bankrupted the associations and destroyed a farmer-owned marketing system. This naturally leads to the question whether a marketing system which goes broke even when it is financed by public funds at the lowest rates on record is the right system for American farmers.—Pennsylvania Farmer.

"Now, it's 'allotment' after a five hundred million farm board fiasco! It is hard for us to realize that the farmer has been helped mighty nigh to death. But he has."—Macon (Ga.) Telegraph.

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Alfalfa meal	Kelp
Beet pulp	Linseed meal, cake
Blood, dried	Meat meal, scrap
Bone meal	Mill feeds
Brewer's dried grains	Minerals
Buttermilk, dried, semi-solid	Mineral mixtures
Calcium, carbonate, phosphate	Molasses
Cocoanut oil meal	Oyster shell, crushed
Cod liver oil	Peanut meal
Charcoal	Peat moss
Commercial feeds	Phosphates, rock
Corn germ meal	Potassium, chlorid
Cottonseed meal, cake	Iodine
Feed mixers	Poultry grits
Feed concentrates	Salt
Feeders for mills	Sardine oil
Fish meal	Screenings
Formulas	Sesame meal
Gluten, feed, meal	Skim milk, dried
Hammer mills	Soybean, meal
Iodine	Tankage
	Vegetable oil
	Yeast for feeding

Information Bureau

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## Mineral Supplements

It seems advisable to recommend that iodine be fed to all farm animals maintained for breeding purposes in Minnesota. The general feeding of iodine to livestock in this state is not warranted by the evidence now available.

Iron should be supplied in the form of a supplement of some kind, the more practical the better, whenever suckling pigs are reared on cement or wooden floors with no access to soil.

The need for phosphorus in the form of mineral supplement seems to be limited to a few conditions: (1) When animals are confined largely to grass (both fresh and dry), in regions where there is a serious shortage of phosphorus in the soil and crops, they respond remarkably to phosphate supplement. (2) Milk cows having large production have been benefited greatly by phosphate additions during a dry resting period. (3) When a mineral supplement containing calcium is fed, it is well to feed some phosphate with it unless the animal is already supplied with an abundance of that element.

Supplements containing calcium are needed (1) for laying hens; (2) for hogs, fattened largely on grains and cereal by-products, or brood sows on similar limited diets; (3) for fattening young cattle or lambs fed heavily on grains and consuming very little roughage.

### Kind of Mineral Supplements to Feed.—

Only the simplest kind of supplements is called for. There is no conclusive evidence that Epsom salt (magnesium sulfate), Glauber's salt (sodium sulfate), and sulfur, found in some proprietary mixtures, are of any nutritive value.

**Iodine.**—This should be fed as sodium or potassium iodide, as sea salt from which the iodine has not been removed by refining, as commercially iodized common salt, or in the form of dried kelp. Commercially iodized salt in the loose form should be protected from the weather.

**Iron.**—This may be supplied to young pigs, which are most likely to need it, either as copperas (iron sulfate) or more simply as it exists in clean dirt. It is not logical to feed a complex mineral mixture containing iron oxide or iron sulfate for the sake of the iron it contains. This is a very expensive way of supplying iron.

**Phosphorus.**—It is preferable to supply phosphorus in the form of a phosphorus-rich food, because by doing so the animal will also be given the advantage of other valuable food substances. Phosphorus-rich foods are generally also rich in valuable proteins and vitamins. It is especially logical to supply the phosphorus for the production of milk, eggs, pork and beef in some such phosphorus-rich protein concentrates as bran, linseed meal, cottonseed meal, and tankage.

When it is necessary or advisable to feed phosphorus in a mineral supplement, bonemeal or spent boneblack from sugar refineries may be used. These are also rich in calcium. Phosphate fertilizer may be employed if palatable to the animals provided it is composed only of phosphate salts and is essentially free from calcium sulfate and from fluorides. The fluorides, which are usually found in rock phosphate, are harmful to animals. Synthetic phosphates are suitable if free from harmful elements.

**Calcium.**—It is desirable to supply as much of the calcium needs of animals as possible in the form of calcium-rich roughages and concentrates, namely, alfalfa hay (fresh or properly cured), milk products, or tankage.

Mineral supplements that can be used to supply calcium are bonemeal, spent boneblack, calcite, precipitated calcium carbonate, whiting, chalk, air-slaked lime, limestone, marl, or crushed oyster or clam shells. Gypsum is not a logical calcium supplement for animals. When calcium and phosphorus are to

be fed together, bonemeal, boneblack, or pure calcium phosphate may be used. Fertilizer bonemeal is not recommended—only the feeding types of bonemeal. Calcium phosphates that have been manufactured from reasonably pure phosphoric acid and lime are suitable. Only spent boneblack from sugar refineries should be fed. It is worth no more than its calcium phosphate content in comparison with the cost of other like substances also containing calcium phosphate. Commercial mineral mixtures made up largely of rock phosphate usually contain harmful amounts of fluorides. The question has not yet been entirely settled as to the harmful level of fluorides for livestock, but this very fact should be sufficient argument for avoiding them until the question is settled.

The other supplements named are useful for supplying calcium only. Wood ashes, sometimes recommended as a calcium supplement, are not rich in calcium. Crushed oyster and clam shells are used only for poultry. Precipitated calcium carbonate, whiting, chalk, air-slaked lime, marl, calcite, and limestone are the same substance—calcium carbonate of varying purity. Neither unslaked nor water-slaked lime is recommended because of its alkalinity. Limestones in Minnesota, however, are with very few exceptions dolomitic, that is, mixtures of calcium and magnesium carbonate. Dolomitic limestones, as a rule, contain from 80% to 85% carbonates, of which 35% or 40% is magnesium carbonate. Magnesium can not replace calcium in nutrition. These facts should be recognized when using native dolomitic limestone as a source of calcium. Dolomitic limestones are satisfactory for home-made mineral mixtures if double the amount is used and if the ration is rich in phosphorus. Commercial mineral mixtures made with dolomitic limestone are not likely to be worth the price asked.—Bull. No. 94, Minn. Agri. Exp. Sta.

## Sheep and Lambs on Feed Jan. 1

There were 5,239,000 head of sheep and lambs on feed for market in the principal feeding States Jan. 1, 1933, according to the estimate of the Bureau of Agricultural Economics. This was a decrease of 900,000 head or 15 per cent from the revised estimate of 6,135,000 head on feed Jan. 1, 1932. For Jan. 1, 1931, the number was 5,428,000 head and Jan. 1, 1930, 5,886,000 head.

Shipments of feeder lambs into the Corn Belt States, inspected thru markets, during the last six months of 1932, were about 800,000 head or 37 per cent smaller than in the same period in 1931 and the smallest for the period in the 14 years for which records are available. There was, however, a fairly heavy movement of feeder lambs direct to corn belt feed lots, mostly from Montana.

## Sows Need Protein and Minerals

There is no one basal feed that makes a suitable ration for the breed sow in the winter; corn alone has been tried many times—but the results always have been disappointing, according to A. L. Anderson, of the Animal Husbandry Department at Iowa State College.

Even grain mixtures supplement each other only incompletely, although it is desirable to feed grain mixtures when they are available to increase the palatability of the ration. Corn and small grain should be supplemented with protein feeds of some kind, says Professor Anderson.

Soybeans are relatively cheap this year and may be used at the rate of  $\frac{2}{3}$  to  $\frac{3}{4}$  of a pound for each sow daily. Tankage, buttermilk, skim-milk or a mixture such as Trinity mixture ought to be fed to the sow besides a good legume hay. Minerals are much more likely to be scarce in the winter than in the summer, so

the farmer ought to make a special effort to provide his herd with them.

## Adulteration and Misbranding

Failure to state the weight on the sacks led to the seizure by the U. S. attorney of 115 sacks of wheat bran shipped by the Aviston Milling Co. from East St. Louis, Ill., to Barnhart, Mo.

The Union Oil Mill, West Monroe, La., pleaded guilty to having shipped cottonseed meal containing 40.81% protein when the label guaranteed 43%. The court suspended sentence.

The Cairo Meal & Cake Co., Cairo, Ill., pleaded guilty to having shipped cottonseed meal from Illinois into Minnesota branded as containing 43% protein when in fact the percentage of protein was less, and was fined \$75 and costs.

R. L. Wiles & Co., Nashville, Tenn., obtained a release of a shipment to them that had been labeled "malt sprouts" but which contained barley hulls and other foreign material, by giving a bond for \$600, conditioned that the product be labeled "barley hulls, malt sprouts and screenings."

## Cattle on Feed Jan. 1

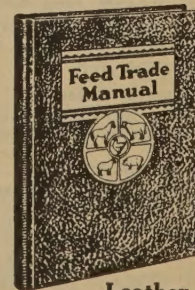
Cattle on feed for market in the eleven Corn Belt States on Jan. 1, 1933, increased 5 per cent over the number on Jan. 1, 1932, according to the cattle feeding estimate of the Bureau of Agricultural Economics.

The proportion of heavy feeders—weighing over 1,000 pounds—was smaller this year than last and that the proportion of both medium weights and light weights—including calves—was larger than last year. The proportion to be marketed before April 1 was reported as about the same as was reported a year ago, but considerably smaller than as reported two years ago.

While the shipments of stocker and feeder cattle from stockyards markets into the corn belt states during the last six months of 1932 was 10 per cent smaller than in 1931 and the smallest for the period in at least 14 years, reports from feeders as to the origin of the cattle on feed showed a sharp decrease in the proportion bought at stockyards and a marked increase in the proportion of locally produced cattle and some increase in the proportion brought in from outside points other than stockyards.

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